

Thatcher's freedom of choice; Kinnock's pledge on jobless, poor, crime

Tories offer radicalism and tax cuts

● The Labour and Conservative parties went into election battle yesterday when they published their manifestos

● Dr David Owen demanded that the Prime Minister withdraw a "foul smear" on Alliance defence policy

● The Chancellor of the Exchequer said inflation this year would be lower than the rate forecast in the budget

● Mr Neil Kinnock said Britain faced a "Dickensian" future if the Conservatives won the general election

By Robin Oakley, Political Editor

A Tory manifesto of astonishing radicalism for a Government seeking its third term was published yesterday.

It promised a huge extension of choice for parents, schools and council tenants; "good housekeeping", leading to a further cut in tax to 25p in the pound as soon as it was prudent and more privatization.

Mrs Margaret Thatcher said: "No previous government with eight years in office to its credit has ever presented the electorate with such a full programme of radical reform. No other party, presenting its manifesto proposals to the nation has been able to support them with such a record of achievement".

Labour, buoyed up by a distinct movement in its favour in opinion polls, pledged a £12 billion package to tackle unemployment, poverty and crime in its manifesto published yesterday.

The programme was shorter than the disastrous manifesto of 1983, shorn of the favourite nostrums of the left and noticeably cautious in tone about achieving anything beyond the £5 billion programme to tackle unemployment and the £3.6 billion programme to counter poverty, to be financed by tax increases on those earning more than £25,000 a year.

Labour is promising a national minimum wage, at an unspecified level; an £8 a week rise in pensions for couples and increased spending on the health service and on housing building. It would borrow a "modest" £3 billion to help pay for it all.

The softening of the party's position on defence continued, with the document making it clear that not only can cruise missiles remain in Britain while Soviet-American disarmament talks are in train but so can "other nuclear weapons".

There would be a wealth tax on the richest 1 per cent of the nation. The 2p tax cuts in this year's Budget would be reimposed and the money "saved" spent on the creation of 300,000 more jobs.

Labour's pledge is to reduce unemployment by one million within two years.

A Tory government would aim at zero inflation. Its manifesto says: But what is striking about the Conservative manifesto is the way in which its implementation would make giant strides towards Mrs Thatcher's avowed aim of eradicating socialism as



The media circus: Mrs Thatcher and some of her election team yesterday at the launch of the Tory election manifesto.

Lawson optimistic on inflation rate

By David Smith, Economics Correspondent

The Chancellor, Mr Nigel Lawson, said last night that inflation this year would be below the rate forecast in the Budget two months ago.

He also promised to hold the pound at around current levels. In a confident speech to the Confederation of British Industry's annual dinner in London.

Mr Lawson's aim appears to have been to assuage industry's worries that the pound will be allowed to rise to levels at which British firms will, once more, find it difficult to compete.

"The biggest source of concern about our continued economic success lies in fears that in a number of key respects the world economy may not perform as well as we ourselves are doing," he said.

The Chancellor's optimism on inflation this year matches that of the Bank of England, which said in its *Quarterly Bulletin* last week that the short-term inflation outlook had improved.

In the March 17 Budget, the Treasury forecast was for inflation to end the year at 4 per cent following a rise above 4.5 per cent during the summer months.

Stronger than expected increases in producer prices, and a 4.2 per cent rise in the retail

Owen fury at Tory manifesto

By Martin Fletcher, Political Reporter

The first big dispute of the general election campaign erupted yesterday when Dr David Owen angrily demanded that the Prime Minister withdraw what he described as "a foul smear" in the Tory manifesto concerning Alliance defence policy.

According to the manifesto, the Alliance wanted "one-sided disarmament by default or inadvertence", and differed from Labour's outright unilateralist policy only on timing.

"Labour would scrap Britain's (nuclear) deterrent immediately on entering office. The Liberals and SDP would allow it to wither on the vine," the manifesto said.

In a rare public display of anger, Dr Owen accused Mrs Thatcher of "deliberately falsifying the case by pretending that the SDP-Liberal Alliance would disarm unilaterally". He said: "This is a foul smear, for it challenges our patriotism."

A principal reason for Dr Owen leaving the Labour Party in 1981 was its shift towards unilateralism. Last autumn he risked Alliance unity by insisting that it support the retention of an independent nuclear deterrent.

Kinnock vision of Dickensian future

By Richard Evans, Political Correspondent

Mr Neil Kinnock, the Labour leader, last night continued his moral crusade against Thatcherism by warning that Britain could face a "Dickensian" future if the Conservatives won the general election.

He told a Labour Party rally in Birmingham that society could be reduced to beggars in the street and young boys on the run in the city.

Mr Kinnock said: "It comes to people sleeping rough under the arches and people dying for the lack of warmth in their homes. It comes to making the young unemployed move or lose their benefit, accept compulsory training or work or suffer destitution."

"It means crowded prisons breeding crime, drug traffickers killing with narcotics as the gin-shops of the last century killed with their poison."

"It comes to a Prime Minister who preaches Victorian values and a Tory party chairman who says that he 'hopes Mrs Thatcher goes on until the turn of the century like Queen Victoria'."

"It's banal. It's bizarre. These are people living in a time warp. They would need a Dickens to do them justice."

"He would certainly feel at home. The man who produced Wackford Squeers and Heep and Quilp and Gradgrind and Bumble wouldn't even have to think up names."

● Dr David Owen said yesterday that seven-figure unemployment would persist for at least another decade (Our Political Reporter writes).

"We will live for the next 10 years with a level of unemployment many of us would have thought inconceivable only a few years ago," the SDP leader said during a tour through Kent designed to expose pockets of high unemployment.

The Alliance would reduce unemployment by a million over three years but "taking the first million off was a great deal easier than taking the next million off".

He said that 1.3 million people had been unemployed for more than a year.

Later in an address in Cambridge, where Mrs Shirley Williams, the SDP president is seeking to overturn a Tory majority, Dr Owen said Mrs Thatcher deserved her share of plaudits for the difficult reforms she had achieved, but said the price the country had paid for this progress in terms of lost compassion, weakened national unity and freedom forfeited in pursuit of individual gain was unacceptable.

Woman is shot dead in hospital

A woman was shot dead in the casualty ward of Lister Hospital, Stevenage, Hertfordshire, early yesterday.

The woman, aged 25, had been taken by ambulance to the hospital with stab wounds.

While she was waiting for treatment, the man who allegedly stabbed her burst into the hospital and shot her.

The unarmed police officer accompanying her was unable to protect the woman but disarmed and arrested the attacker. A man was being questioned by police last night.

INSIDE

Inquiry told of panic on ferry

The true horror of the panic that broke out on the canister ferry *Herald of Free Enterprise* was described by a survivor to the inquiry in London yesterday.

While some people helped fellow passengers to escape, others selfishly pushed people aside.

One man told how several young men who had been drinking barged in front of women and children to try and reach rescue ropes Page 3

Botha defiant

The two pillars of apartheid, the Group Areas and Race Registration Acts, will be kept indefinitely, President Botha of South Africa said. Page 10

BA profits up

British Airways beat its own privatization forecast with pretax profits of £162 million, but the share price fell 2p to 16p on the news. Page 25

New for old

One in 10 new homes in the private sector is for someone over the age of 55, it is estimated, and the market is growing. Property, pages 36-42

Portfolio

● No one won yesterday's Times Portfolio Gold daily competition so today there is double the usual amount to be won - £8,000.

● Portfolio list, page 31.

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Fiji coup collapses as Bavadra is freed

From Stephen Taylor, Suva

The Fiji coup collapsed last night when the detained Government of Dr Timoci Bavadra was released to an ecstatic reception by its supporters and a constitutional position that remains more confusing than ever.

Dr Bavadra's house was surrounded by a milling, cheering crowd, to which he declared that he was still Prime Minister and his Government was still in place.

"We are here, ready to look after you for the next five years,"

Only an hour earlier he had been released from the official Prime Minister's residence, where he had been held for six days.

He said he would have to consider a decision taken earlier in the day by Ratu Sir Penaia Ganilau, the Governor-General, to dissolve Parliament and call new elections.

He said he believed research, possibly using animals, should be considered.

Professor Peter Piot, of the Institute of Tropical Medicine in Antwerp, another leading Aids researcher, said yesterday: "I agree with this important scientific proposal. We have already started related research in Zaire."

The Zaire study is investigating the possible effect of measles, polio and tetanus vaccines on children who have HIV without symptoms of disease, and to compare them with children who have been immunized but are not carrying the infection.

Professor Piot said the study was essential to ensure the future of immunization programmes in developing countries. "The results seem

Fast profit on R-R expected

Thousands of investors stand the chance of making a quick profit today when dealings begin in Rolls-Royce shares.

The 85p partly paid shares, stock market experts say, could start changing hands at about 135p. This would mean a profit of £75, before dealings costs, for holders of the minimum 150 shares.

The big City institutions are expected to be keen buyers of the shares but there were rumours that the powerful Japanese finance houses would waste in with massive buying orders.

Small investors wanting to deal today will have to wait until they have received their allotment letters. Almost two million were posted yesterday. An organizer said: "We hope everyone has a letter telling them how many shares they own by first post today."

Details, page 25

Toll rises to 37 on crippled US ship

From Michael Binyon, Washington

As the estimated death toll on the USS *Stark* rose yesterday to 37, angry questions were being asked here about the failure of the frigate to defend itself and about the exposed role of American warships in protecting Gulf shipping.

Congressional committees have already begun a searching inquiry. The Joint Chiefs of Staff appeared before a House of Representatives foreign affairs committee. Mr Casper Weinberger, the Defence Secretary, who called the incident a "shabby error which has caused enormous loss of life," was closely questioned by a Senate defence committee. Members demanded an explanation of the US Navy's role in the Gulf and the ships' ability to defend themselves.

Meanwhile, the State Department announced yesterday that the US had accepted Iraq's offer to hold a joint investigation into the attack. "Both governments are determined not to allow the recurrence of such an error. We have not yet worked out the timing and modalities of such an investigation, but will be doing so in the course of our continuing discussions with Iraqi officials both here and in Baghdad."

The conciliatory announcement makes it clear that Washington is keen not to allow the incident to create a rift with Iraq or to be exploited by Iran to hamper US efforts to end the War.

Senior military officers have been unable to say why the *Stark*, equipped with the advanced Phalanx system, did not launch anti-aircraft missiles against the plane, fire any of its computer-directed guns or try to confuse the missile

Global vaccination check on child Aids victims

By Thomson Prentice and Pearce Wright

Researchers are testing the effects of live vaccines on Central African children who are infected with the Aids virus to help ensure that an ambitious global vaccination programme, aimed at saving 3.5 million lives a year, is in no danger of adding to the spread of Aids.

Leading scientists believe further research is necessary into whether there is a link between immunization and the development of Aids among people already carrying the human immunodeficiency virus (HIV).

In *The Times* yesterday, Professor Luc Montagnier, of the Pasteur Institute in Paris, expressed concern about the possible connection. He

encouraging in that there have been no signs of progress of Aids. However, the research is still at an early stage."

In Zaire, as in other African countries, Aids has been spread mainly through sexual contact. But research has shown that another leading factor has been transmission through contaminated needles and other medical equipment.

The World Health Organization, which was responsible for the immunization campaign that eradicated smallpox, has dismissed the theory that it may have inadvertently triggered Aids in some people who were carrying the virus but who were otherwise healthy.

It is striving to ensure that current and future mass immunization programmes do not add to the Aids

epidemic. Millions of children in developing countries are to be immunized in the next few years against every disease for which a vaccine exists, with the aim of saving about 3.5 million lives a year.

World Health Organization officials discussed the problems of immunizing children with Aids or HIV infection last year. They weighed the potential risks of live vaccines causing the progression of Aids against the known risks of infants dying from diseases such as measles and polio if vaccinations were withheld.

They decided that halting immunizations because of the fear of Aids would increase deaths among children, while it would do little to stop HIV transmission.

Prison tests, page 3

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NEWS SUMMARY

Breakfast break
'worth £10,000'

Workers at the Sellafield nuclear reprocessing plant are demanding £10,000 a person to give up their 35-minute breakfast break.

British Nuclear Fuels, which considers its canteen facilities to be excellent, has offered the workers "substantial payments", believed to be about £1,500 each a year, if they are prepared to give up the break.

But after months of negotiations, the unions have demanded the money, 11 extra days paid holiday and improvements on daily allowances for shift working by 1,800 men who have to start work at 7.30am.

The company said yesterday that the offer had been made to improve productivity. "I can confirm that a substantial offer has been made but until an agreement has been finalized I cannot go into details".

One union official said: "Some of our men have many years of service left to complete. What has been offered in no way compensates for what we are expected to give up."

Stabbing inquiry
Unionist expelled

Detectives hunting the killer of a shop assistant issued a description yesterday of a youth with a distinctive mop of curly ginger hair seen running in the area shortly after she was stabbed.

Police believe the man, aged about 21, could help them to trace the killer of Mrs Kathleen Turner, aged 67, who was killed as she worked alone on Monday in a leather shop in Aylesbury, Buckinghamshire.

He is described as 5 ft 8 ins tall and was wearing blue jeans and a blue sleeveless top.

The Official Unionist Party last night expelled a leading advocate of a policy of integration.

A disciplinary committee expelled Mr Robert McCartney, QC, for "conduct detrimental to the interests of the party" after he rebuffed some charges made against him at a meeting on Monday.

It was alleged that his presidency of the Campaign for Equal Citizenship was incompatible with the constitution of the Ulster Unionist Council. Mr McCartney has the right of appeal.

Bail for
ex-MP

Mr Keith Best, the former Conservative MP, was remanded on unconditional bail for a month yesterday when he appeared at Bow Street Magistrates' Court, central London, on three charges of criminal deception involving applications for British Telecom shares.

Mr Best, a barrister, who ceased to be MP for Ynys Mon, North Wales, with the dissolution of Parliament, was arrested at Holborn police station on Monday after reporting to police.

The charges involve a total of 2,400 British Telecom shares.



Historic papers saved

The Elveden Manuscripts, a set of historical documents which belonged to the family of Lord Ivesagh, have been bought by Suffolk County Council for £250,000.

The purchase of the documents, which include beautifully decorated heraldic and family records, household accounts, manorial roles and pictures of local antiquaries, many featuring exquisite calligraphy, has almost certainly prevented their sale abroad.

They came on the market in 1985 when Lord Ivesagh sold the contents of Elveden Hall, near the Norfolk border.

The Victoria and Albert Museum and the National Memorial Fund offered to provide half the cash if Suffolk County Council raised the rest by appeal.

Gun case dropped

A man held in prison for more than three months under the Prevention of Terrorism Act was freed by Liverpool magistrates yesterday. Firearm charges against Kenneth Hagan from Belfast were dropped but Mr Hagan was immediately arrested again and taken to Liverpool airport to be flown home.

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THE REASON? On that date Barclays Unicorn are launching their new Smaller Companies Trust.

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Prosecution service under attack at Police Federation conference

Plea bargaining 'threatens force morale'

By Stewart Tandler
Crime Reporter

Crown prosecution service lawyers are plea bargaining with defendants and not prosecuting for assaults on the police, the annual conference of the Police Federation was told yesterday.

Assaults with clear injuries were taken to court, but lesser cases were dropped. As a result, police morale had slumped, the first day of the conference in Blackpool was told.

Delegates were also told of the need for greater resources in the inner cities, criticism of the police complaints authority and concern that a shortage of manpower meant that trained constables were not properly supervised.

Inspector Peter Mannion,

Northern Ireland ministers were accused yesterday of instituting "offensive" disciplinary measures for the Royal Ulster Constabulary, which set it apart from other British police forces.

The Police Federation conference was told that one change affecting the RUC, which was rejected for forces in England and Wales in 1982, was forced through by the Government just before the announcement of the election.

Under the change complaints against

chairman of the federation's inspector section and a member of the Gloucestershire force, said: "What is emerging clearly and having a profound effect on morale is the plea bargaining that is taking place. The interest of the police will not be sacrificed to make an undermanned, underfunded, inefficient service a little less inefficient."

the police can be levelled by a third person without the written permission of the alleged victim.

The conference was told that the Government is also proposing to introduce a disciplinary offence for the RUC which would bring an investigation against an officer alleged to have acted in a discriminatory way in respect of politics or religion.

Sir Eldon Griffiths, Conservative MP for Bury St Edmunds and parliamentary

adviser to the police, told the conference that the law already covered the area of discrimination.

He said: "There is therefore no need to serve up the police in this way, as a cosmetic to carry favour with the Government's opponents, be they in Ulster or the Irish Republic."

Mr Alan Wright, chairman of the Police Federation for Northern Ireland, said the proposed change was offensive

political approach on police matters. Differences between left and right were very clear and highlighted issues of law and order.

PC Steven Barrett, chairman of the constable's section and a member of the Metropolitan Police, raised the problems of the inner cities and called for more resources.

He said there were people who vandalized the places in which they lived, terrorized their neighbours and made a personal contribution to their own plight.

"Decrepit housing, poorly designed estates and unemployment certainly makes our job that much more difficult that people become despondent."

Sergeant Maurice Cryer, of the Staffordshire police, said that the Scarman report in the aftermath of the Brixton disorders in 1981 had called for more supervision and guidance for young police officers in the inner cities. But he asked how this was possible when sergeants, the first line of supervision, were beset with manpower problems and the demands of the Police and Criminal Evidence Act.

Pay rises
imposed
on NUM
members

By Tim Jones

Sir Robert Haslam, chairman of British Coal, yesterday ran out of patience with Mr Arthur Scargill, president of the National Union of Mineworkers, and imposed a wage settlement upon his members for the second year in succession.

The package, worth up to £11.50 a week to the 120,000 members of the NUM, is the same deal recently accepted by the breakaway Union of Democratic Mineworkers.

Sir Robert has taken a calculated risk that the miners will not be prepared to take industrial action.

The NUM has refused to negotiate on the pay deal because it is not willing to agree conciliation procedures with British Coal which give the UDM negotiating rights for the workforce at collieries and workshops where it has majority membership.

Mr Scargill and his executive believe that to concede that position would be to abandon their members in pits where the UDM is the majority union.

Mr Kevan Hunt, British Coal's head of industrial relations, said in a letter to Mr Peter Heathfield, the NUM secretary: "We are not willing to make a settlement on wages that does not take into account the majority principle, but neither are we prepared to allow your continuing intransigence to prevent the remainder of our mineworkers industrial employees from enjoying the benefits of the wage settlement."

City rules
against aid
for college

By Sarah Thompson
Education Reporter

The City of London has pulled back from a move to save Birkbeck College, the part-time college in the University of London, on the grounds that it is up to the Government to fund it properly.

But the college may win funds from the Corporation of the City of London to help it to press its case for more government funds in the light of cuts caused by a new formula for funding part-time students.

Furthermore, Birkbeck and other colleges may benefit in future from City funds as a result of a feasibility study on higher education aid to be undertaken on behalf of the corporation.

At a recent meeting of the policy and resources committee of the City's Court of Common Council, the college put forward an appeal for a grant of up to £550,000 to cover a shortfall of nearly 7 per cent in its 1987-88 grant from the University Grants Committee.

By contrast, other colleges in the university received grants which kept pace with inflation.

The City committee decided that "it would be wrong for the corporation to interfere in any way whatsoever with the relationship that Birkbeck has with the University Grants Committee".

Tenants welcome moves for
bigger say on their homes

By Christopher Warman
Property Correspondent

Local authority control of public housing will virtually disappear if the Conservatives win the general election.

The party's manifesto says that although tenants wishing to remain with the local authority should be able to do so, there should be a range of other options.

The party's manifesto details policies to extend tenants' opportunities to own part-own or control their homes and to improve the nation's housing stock.

The Conservatives would also ensure that council rent income is spent on upkeep and that action is taken over rent arrears, now standing at £211 million.

Reactions around the country were divided. Local authorities viewed the proposals with suspicion, but tenants gave a cautious welcome.

London: The view from Mr Angus Sinclair's flat in Southwark's Aylesbury Estate reveals a familiar catalogue of public ills - rubbish and rubble on waste ground, broken windows and ubiquitous spray can graffiti.

Mr Sinclair, who has been unemployed since he left the Marines as a weapon instructor seven years ago, said: "A right to buy has little relevance here."

"No one would want to invest in these blocks. They are dirty, there is rubbish everywhere, there are squatters and muggers. They have an easy escape because of the walkways here."

Mr Sinclair, a member of the Aylesbury Estate's Tenants' Association, is a Conservative supporter and would be entitled to a 70 per cent discount on his one-bedroom flat.

Labour-run Southwark Council said: "A recent estimate that it would cost half a billion pounds to put our housing right. If we lost



Mr Angus Sinclair, who believes nobody would want to buy a flat like the one he rents on the run-down Aylesbury Estate in Southwark, south London (Photograph: Paul Lovehase)

our Government grant of £37 million we would have to treble our rents.

Birmingham: Council tenants generally welcomed the Conservative plans.

The council there now operates several co-operatives run by tenants of council homes.

Yesterday Mr James Casey, aged 32, who lives in a three bedroomed council house with his wife, Patricia, and three children on the West Heath estate in south Birmingham, welcomed the Conservatives' proposal for housing associations taking over council homes.

Glasgow: The Labour-run district council is responsible

for 170,000 council houses.

A spokesman said: "We get rather annoyed at them pinching our ideas and then announcing loftily that they are going to solve the problems of the great monolithic council house estates."

The council's innovative approach to housing has earned the respect of the private sector, particularly for the work in the inner city.

Barrow-in-Furness: The Borough of Barrow-in-Furness in Cumbria has 4,717 houses and flats on its books.

Mrs Hazel Martin, aged 25, and her husband David, an electrician at the Vickers yard, who live on one of the older estates at Ormskill, are hoping

to buy their three-bedroom, centrally heated home.

Mrs Martin said: "The best way the Government could help would be to make it easier for me to get a job, otherwise I would be too worried about how we could meet the cost of repairs."

Mr Gerald Kaufman, shadow home secretary, yesterday accused the Conservatives of taking over a Labour idea to give council tenants control over the running of their estates.

"We first proposed the idea two years ago and we have made it absolutely clear that where tenants want to set up their own co-operatives they can do so."

Mixed reaction to schools plan

By John Clare
Education Correspondent

Mr Kenneth Baker, Secretary of State for Education and Science, described the Conservatives' proposal to allow state schools to opt out of local authority control as potentially the most radical reform to the system since it was conceived in 1870.

Mr John Pearman, chairman of the education committee of the Association of Metropolitan Authorities, said it sounded the death knell for local democracy.

If the Conservatives win the election, Mr Baker expects the necessary legislation to be on the statute book by next summer. The first state schools could become independent in September 1989.

A number of head teachers said yesterday that they hoped their schools would be among the first in the queue.

Mr John Roberts, head of Tiffin, a boys' grammar school in Kingston upon Thames, south-west London, which is being forced to go comprehensive, said his staff and governors would welcome the plan.

Mr Martin Rogers, headmaster of the King Edward's Foundation, which runs seven grammar schools in Birmingham, said they would find the proposal extremely attractive.

Mr Laurie Norcross, head of Highbury Grove, a comprehensive in Islington, north London, said he believed his school's governors would vote to break free of the Labour-controlled Inner London Education Authority.

Another proposal in the manifesto would give the 12 inner London boroughs and the City of London the right to become independent of the Inner London Education Authority in April 1990. Wandsworth and Westminster, which are both Conservative-controlled, said they would take up the offer.

Initially the offer of independence to schools is to be confined to secondary schools and primary schools with more than 300 pupils.

If independence is granted the department will fund the school on a per capita basis equivalent to what its local authority spends.

The schools will become charitable trusts. They will employ their teachers, set their rates of pay and have the ownership of their premises transferred to them.

However, the schools will not be allowed to change their character. Comprehensive schools choosing independence will not be able to become selective grammar schools; secondary moderns will not be allowed to become comprehensives.

Five of the six teaching unions condemned the plan. Mr Doug McAvoy, deputy general secretary of the National Union of Teachers, said it would dismantle state education and create insuperable barriers between the haves and the have-nots.

Mr Nigel de Gruchy, deputy general secretary of the National Association of Schoolmasters/Union of Women Teachers, described the proposal as "stupid and horrifying".

The Assistant Masters and Mistresses Association accused Mr Baker of opting out of his responsibility for education. The Secondary Heads Association said the plan

would dismantle the best schools and impoverish the rest. The National Association of Head Teachers said it split the death of local education.

But Mr Peter Dawson, general secretary of the Professional Association of Teachers, said it would appeal most to schools which had the most professional teachers and the highest level of parental interest and support.

But Richard Pine, deputy leader of the Liberals, whose "caretaker" administration controlled the council after the Labour members were disqualified, jumped to his feet and tried to bar Mr Byrne from the dais.

'Half of
jobless'
admit to
working

By David Smith
Economics Correspondent

Forty-four per cent of the unemployed on Merseyside admit to working in the black economy, according to a survey published today. The average amount earned was £26.90 a week.

The authors of the report, Mr Kent Matthews and Mr Peter Stoney, of Liverpool University, say that the black economy accounts for at least 7 per cent of gross domestic product in Merseyside.

And because the unemployed can find low paid work the amount needed to persuade them to take on legitimate jobs is larger. "For an unemployed married man with two children obtaining £107.25 in state benefits an extra £26.90 per week means that the gross wage in the market would have to be around £170 per week."

Other groups admitted to undeclared income, including 37 per cent of the self-employed; 35 per cent of part-time workers; 21 per cent of students and wives and 14 per cent of pensioners.

(Merseyside Economic Prospect Liverpool Research Group in Macroeconomics, £10.)

Militant back
in full cry
at Liverpool

Expelled members of Militant Tendency led by Mr Derek Hatton were back in control in Liverpool town hall for a few chaotic minutes yesterday.

The former leader of Liverpool City Council, Mr Tony Byrne, was allowed to address the packed council meeting in spite of vociferous objections from outraged Liberals and Conservatives.

Mr Byrne, addressing the first council meeting since the local elections, sounded a rousing message to the councillors who succeeded him and his colleagues after they had been disqualified from office. "The way to thank the 47 of us is to commit yourself to the same policies that we carried out," Mr Byrne was given a standing ovation by the new "moderate" Labour group and many of the disqualified 47, including Mr Hatton and Mr Tony Mulhearn, both expelled from the party, who were standing at the back of the chamber.

But Richard Pine, deputy leader of the Liberals, whose "caretaker" administration controlled the council after the Labour members were disqualified, jumped to his feet and tried to bar Mr Byrne from the dais.

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Father who became a 'bridge' tells of escape from ferry

By Rodney Cowton, Transport Correspondent

One passenger allowed himself to be used as a human bridge while others pushed people out of the way in their panic to escape from the capsized cross-Channel ferry, the *Herald of Free Enterprise*, the inquiry into the disaster was told in London yesterday.

Others had pushed people aside to get out themselves, the inquiry was told, during the first hearing of passengers' descriptions of their experiences.

Mr Andrew Parker, aged 33, of Herne Hill, south London, was the only passenger to appear before the inquiry, but depositions by many others were read by Mr David Steele, QC, representing the Secretary of State for Transport.

Mr Parker described in his deposition how he, his wife, Eleanor, and his daughter, Janice, aged 12, and two friends had been outside a cafeteria as the ferry sailed.

As the ship capsized his daughter flew past him and crashed into the other side of the corridor.

He held on to a seat as long as he could, and then crashed

down on top of everyone else.

"By this time we were all heaped on top of each other", he said.

They were on a glass partition which had in effect become the floor.

The only light came from a window above them. He checked that all members of his party were still there and not injured. He could hear people crying and screaming and men shouting "don't panic".

They decided to go towards the bow area. His wife went first, because she was to that side.

"She came to a space at least 6ft across, with no chairs or other objects to climb on. She was sure she could not jump it."

Mr Parker pushed his way forward and braced himself across the space so that people could use him "as a stepping stone".

"I told my wife to walk across my back. She would not do so because she was frightened we would both fall in."

He said everyone behind

him was falling down and they were afraid they might drown if they stayed where they were.

Eventually everyone passed over him to the other side. There were about 20 people in an area of about 10sq ft.

Above them were some double doors, which someone pushed half open. A rope with large knots in it was dropped.

"Several young men who had been drinking were particularly selfish and two of them tried to climb it, but fell back into the water."

"While women and children and lighter men were able to escape up the rope the people at the top were not strong enough or organized enough to pull up heavy people."

Mr Justice Sheen, who is conducting the enquiry, told him: "You should be congratulated on your presence of mind and assistance to others."

Mr Parker replied: "I feel it is important to say I have been singled out and there have been many acts of heroism."

The inquiry continues.



Mr Andrew Parker, who was praised for his courage in the capsized ferry, leaving the inquiry in London yesterday with his wife, Eleanor (Photograph: Denzil McNeelance).

Doctors rejecting 'abusive' patients

By Jill Sherman, Social Services Correspondent

More than one in five of family doctors have refused to accept new patients in the past year for reasons other than list size, according to a survey by the Consumers' Association.

The survey, involving 1,343 GPs, showed that a third of those who refused to accept patients did so because they thought the patient was likely to be "difficult or cantankerous". The other main reason was that they lived too far from the practice.

More than a quarter of the GPs questioned had removed patients from their lists during the past year because they were "rude, abusive or violent". A further 18 per cent did so because patients had been inconsiderate or thoughtless. One GP said that he had been called out at 3am for a case of athlete's foot.

The British Medical Association said yesterday that there were a few difficult patients in every area who persistently caused problems. "To share the workload these patients are allocated to different doctors every three months."

The Consumers' Association says that patients should have the right to choose their doctors, rather than doctors choosing their patients.

In its response to the Government's Green Paper on Primary Health Care, which contains details of the survey, the association says that patients should have the right of choice, the right to information and the right to redress if things go wrong.

The document supports the idea in the Green Paper that health care shops, which could be run by private companies, should be set up so patients could have access to a wide range of practitioners.

Dikko says he was running for life

By David Sapsted

A Home Office lawyer yesterday accused the former Nigerian minister, Mr Umaru Dikko, of fleeing from his country after a military coup in 1983 because he feared prosecution for fraud rather than persecution for his political beliefs.

Mr Dikko, who is appealing against the Government's refusal to grant him political asylum, denied that he had amassed a multi-million pound fortune while in office.

He said that statements had been forced out of a man who told a Nigerian court he had taken £½ million to Mr Dikko's home in Lagos.

The former transport minister also denied before an immigration adjudication hearing in London that he had received £450,000 for approving a contract to a Nigerian construction firm.

Mr Dikko said the allegations were made just before the start of the trial in 1985 of four men who attempted to abduct him to Lagos, by drugging him and shutting him in a packing crate at Stansted airport. "I think the charges were meant to divert attention," he said.

Mr Philip Trussler, for the Home Office, said: "I suggest that you left Nigeria not fearing persecution, but prosecution."

Mr Dikko denied that his solo escape from Nigeria, leaving his wife and six children behind, had been pre-arranged. "It was running for dear life," he said.

Mr Mark Patey, chief adjudicator, asked Mr Dikko if he regarded himself as a poor man. He replied: "Poor is a relative term. I am not a rich man but I have friends who sympathize."

The hearing continues.

Hurd warns police against hypnotism

By Tony Dawe

Mr Douglas Hurd, the Home Secretary, yesterday told police chiefs that the hypnotizing of witnesses "should be discouraged".

In a circular to all chief officers, he told them hypnosis "may be a fallible and limited instrument which can induce misleading evidence".

His views have dismayed some senior police officers, who believe hypnotism can be useful, and angered some hypno-therapists who say their work has provided vital clues.

The Home Secretary's circular coincided with a ruling by Judge Waley at Maidstone Crown Court on Monday. He refused to hear evidence from witnesses who had been hypnotized to provide more details about an attack.

The judge said their memories had been "fortified" by the process and had become "as fixed as a film screen" so they could not be tested usefully in cross examination.

Judge Waley's decision surprised Kent detectives. It was the first time they had used hypnosis in their inquiries but were following the lead of several other forces.

The Home Office is now

preparing new guidelines on the use of hypnosis but, because of Mr Hurd's views, it emphasizes that the process should be adopted only in "exceptional circumstances".

The Home Office says there is nothing to prevent a person from lying under hypnosis and adds that people can be particularly vulnerable to suggestion under the process.

Recent investigations in which people have been hypnotized include the inquiry into the Brighton bombing and the hunt for the murderer of three girls.

Last night Mr Eric Copperthwaite, who has hypnotized many witnesses for the police, criticized Judge Waley's ruling.

"Hypnosis can help people recall details which have been pushed into their subconscious because of the trauma of an event. I have seen people live the part again, showing their emotions and crying or screaming."

But hypnosis is opposed on ethical grounds by the Royal College of Psychiatrists, the British Medical Association and the Law Society.

Aids tests urged for prisoners

By Peter Evans, Home Affairs Correspondent

Prison officers called yesterday for all inmates to be screened for Aids on reception and regularly throughout the term of their sentence.

A series of resolutions expressing concern about inadequate precautions against Aids and hepatitis in prisons were passed at the Prison Officers' Association conference at Southampton.

Mr Jim Kay, assistant secretary of the association, said later that an agreement had been reached between the POA and the Home Office for the introduction of properly equipped isolation units, staffed by association members, wherever there was a need. Inmates with out communicable diseases would also be treated there.

Mr Pat Garrett, of Ackington Prison, near Morpeth, Northumberland, told the conference that compulsory screening was not seen as "an infringement of civil liberties but an eminently sensible solution to a real problem".

However, the Home Office said later that a change in the law would be required to make screening compulsory. "It can't be compulsory at the moment and no testing would be done without the consent of the inmate. The medical officer's relationship with an inmate is very much the same as that of the GP with a patient outside."

Mr Colin Evans, of Stafford Prison, said that an officer who escorted a prisoner diagnosed as Aids positive was told by a doctor that in order to secure life insurance or in response to a questionnaire from an insurance company, he would be compelled to disclose that a blood test for Aids or hepatitis had been carried out.

"This could result in insurance being refused or a hefty loading being imposed," Mr Evans said.

However, the Association of British Insurers said: "Purely because you have had a blood test for Aids doesn't necessarily mean you will not get cover."

Nurses 'driven to suicide'

By Our Social Services Correspondent

Nurses are being driven to suicide, drink and drugs because of poor working conditions in the National Health Service, it was claimed yesterday.

Speaking at the National Union of Public Employees annual conference in Scarborough, Mr Michael Earp, a hospital psychiatric worker on

the Isle of Wight, said he had never seen so many nurses admitted to hospital because of stress. "They just cannot cope any more."

He said that suicide among nurses was rising and many of his patients were nurses suffering from overdoses. Those working in casualty departments were often afraid to open hospital doors because of fears that they would be

attacked by violent people affected by drink or drugs.

He also blamed low pay and morale, staff shortages, long hours and shift work for exacerbating stress in hospital wards.

Mr Philip Stevens, a psychiatric nurse, of North Wales, said that a survey showed that more than 63 per cent of nurses suffered from tension which often drove them to drink and drugs.

Unhappy monk drove off in 30-ton lorry

A novice monk who could not cope with the strict disciplines of his order took a 30-ton lorry and drove it 20 miles before crashing into a lamppost, a court was told yesterday.

The court, at Horsham, Sussex, was told that there was almost total silence at St Hugh's Monastery, Cowfold, and Brother Michael Brims, aged 25, had been subject to additional discipline imposed during Lent.

Brims admitted taking the lorry without authority, and driving without insurance or a heavy goods vehicle licence. He was given a conditional discharge, his licence was endorsed with 13 penalty points and he was ordered to pay £18 costs.

Sixth-formers join Physics Olympiad

Five of Britain's brightest sixth-formers are to pit their wits against teams from 25 countries next month in the 1987 Physics Olympiad (Our Education Reporter writes).

Twelve British companies including Plessey, Thorn EMI and Pilkington have sponsored the all-male team of five, aged between 18 and 19, to spend eight days in Jena, East Germany, "thinking for Britain" in 15 hours of examinations and tests.

Last year Britain came third in the competition, which was held at Harrow School and in 1985 came second. The team was selected in a gruelling competition which attracted 14,000 entries.

Of the top 230 entries, only 24 are girls.



The best reason for that holiday in Ireland you've always promised yourself.

Welcome the golden hello

By Philip Howard

Our words define and record us. Four days after the election the latest report on the state of the language, and accordingly of our world, will be published, including such characteristic innovations of our busy times as glasnost, Aids, yuppie, Big Bang, and Thatcherism.

It is a new edition of the original thesaurus, word-book, journal's crutch, enrichment, or Roget.

The new edition of *Roget's Thesaurus* (Longman, £11.95) will include 11,000 new words and phrases that are deemed to have established themselves in the language since the last edition five years ago.

The picture that our coinages paint of us is not entirely complimentary. We are a nervous and ill-fed lot, going in for aerobics, lean cuisine, E numbers, kebabs, and Pizzerias.

We are obsessed with such life-degrading high tech as ghetto blasters, cellular telephones, personal stereos, compact discs, contraflows and Star Wars. We are greedy: golden hello. We are pretentious: psychobabble. We tolerate poverty and dirt: bag-lady and gunge.

The new edition has modernized some terms: out goes faddy-daddy, in comes "thanasurgery", in comes pretty useless "wonder-working".

Some entries have been merged: goal or jail is united with prison. Others have been divided: pothebs are split into herbs and spices, reflecting the interest in colour-mag pseud-cooking.

Others reflect changes in social and medical thinking: lunatic asylum becomes mental hospital, and insanity becomes mental disorder. Some new sections have been added, including one on diagnostic medicine.

The first edition was published 135 years ago on June 5, 1852. Its editor was Dr Peter Mark Roget, a 70-year-old physician, polymath, and son of a Swiss pastor, and he called it *Roget's Thesaurus of English Words and Phrases Classified and Arranged so as to Facilitate the Expression of Ideas and Assist in Literary Composition*. Subsequent editions have shortened the title.

Its novel feature is still that

the synonyms are grouped not alphabetically, but according to a bizarre structure of modes of thought or a grasshopper mind, although the thesaurus now includes an alphabetical index.

The book is a two-edged aid, incorporating Roget's misapprehension that anybody can write well by deploying enough long words. It should be used as a sniper's rifle to pot the exact word that you have temporarily forgotten rather than as a blunderbuss to scatter elegant variation around your prose.

The editor of *Roget*, Betty Fitzpatrick from Edinburgh, has the advantages of being a professional lexicographer (*Chambers*), a Scot, a journalist, and a woman. She has brought a breath of fresh air into the funny old publication, including the feminist words, the four-letter words, and a generous proportion of peculiarly Scottish words. If what you want is erudite variation, difference, novelty, variety, pretentiousness, pass the *Roget*, she is your bookperson.

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The Conservative manifesto

Tories promise reforms in education and housing

By Nicholas Wood
Political Reporter

The true spirit of radicalism in British politics is embodied in the "weighty" programme set out in the Conservative manifesto, Mrs Margaret Thatcher said yesterday.

The past eight years had brought about a transformation of the country's fortunes, but she was not asking the electorate to give her Government a third term of office purely on the strength of its record.

"We are asking them to vote for our commitment to the future",

the Prime Minister said as she launched a document promising far-reaching reforms in education, housing and the inner cities, coupled with a continuing shift in the direction of lower inflation and taxes and wider share ownership and privatization.

She insisted that her party's manifesto put paid to any suggestion that the Tories were running out of steam after two periods in power, a point emphasized in the document.

"No previous government with eight years of office to its credit

has ever presented the electorate with such a full programme of radical reform.

"No other party, presenting its manifesto proposals to the nation, has been able to support them with such a solid record of achievement."

Mrs Thatcher said that four main themes dominate her programme: good housekeeping allied with tax-cutting; the widening of choice and ownership among the people; the dependence of healthy public services on a healthy economy; and a peace policy founded on strong defence.

Education

Biggest changes for over 40 years

The biggest change in the structure and organization of state education for more than 40 years gives the radical cutting edge to the Conservative manifesto, which promises:

- A national core curriculum covering a basic range of subjects for all children aged between 5 and 16. Pupils would be tested at the ages of 7, 11 and 14 against national benchmarks of performance.
- Governors and heads of all secondary schools and the largest primaries would be given control of their own budgets within five years of the Conservatives being re-elected.

They would determine their priorities across a full range of headings, including staffing, books, equipment and maintenance.

● Parental choice would be extended further. Local educa-

tion authorities would have to set the overall size of a school's budget in line with the number of pupils it attracted. Schools would be free to expand their intakes up to their physical capacity, rather than being restricted by local education authority ceilings.

A pilot network of city technology colleges, operating alongside a variety of other schools, would be established.

● The assisted places scheme would be expanded from 25,000 pupils to 35,000 pupils and private schools safeguarded.

● Individual schools would be allowed to opt out of local education authority control. They would be reconstituted as independent charitable trusts and receive a direct grant.

● London boroughs would be allowed to withdraw from the Inner London Education Au-

thority and to take over maintained schooling within their boundaries.

● Closure of village schools would not be allowed solely on the basis of the number of pupils.

● A Green Paper would be produced on the long-term machinery to determine teachers' pay.

● The University Grants Committee would be replaced by a Universities Funding Council composed of broadly equal numbers of academics and non-academics. It would allocate funds to individual institutions on a contractual basis.

● Student numbers would be increased by a further 50,000 by 1990.

● A new polytechnics and colleges funding council would be set up in place of local authority control.

The economy

Defeating inflation is top priority

The conquest of inflation remains the central plank of Conservative economic policy. "We will not be content until we have stable prices, with inflation eradicated altogether," the manifesto says.

It adds that there is no better yardstick of a party's fitness to govern than its attitude to inflation and that it is "immoral" to ignore this yardstick.

Lower taxes remain a high priority. The Conservatives promise to reduce income tax further (down from 33p to 27p in the pound since 1979) and reduce the basic rate to 25p "as soon as we prudently can".

Public spending will take a steadily smaller share of national income overall, with targeted increases in priority areas such as health and job training.

High unemployment is "one of the most intractable problems" facing all industrialized Western countries. For almost a year, it has been falling faster in the United Kingdom than any of its main European competitors.

The manifesto's proposals include:

- Making the community programme full-time, and paying participants a premium over and above their social security payments.
- Expanding the 1,000 self-help "job clubs".

● Guaranteeing all school-leavers under 18 without a job a place on the youth training scheme.

● Withdrawing benefit from young people under 18 who "deliberately choose to remain unemployed" while safeguarding the entitlements of vulnerable groups.



Inner cities

Barriers to investment 'must be eliminated'

The manifesto says that the growth of national prosperity in recent years has been founded on a rebirth of enterprise.

"But in many of our inner cities the conditions for enterprise have been systematically extinguished by socialist councils. For the sake of those living in our inner cities we must remove the barriers against private investment, jobs and prosperity, which such councils have erected."

In addition to the five proposed urban development corporations, with the powers and money to reclaim and redevelop derelict land, new small versions of the corporations will be set up to operate

in areas where there is clear economic potential but where local authorities are failing to tackle problems.

More under-used and vacant public sector land will be brought back into use. The new unified business rate, proposed under the plans to replace domestic rates with a community charge, would ensure that companies and jobs are not driven out of the inner cities by profligate councils.

Programmes such as the five city action teams and the 16 inner-city task forces and partnerships would continue to draw on the Government's help to work with local people to promote enterprise, employment and training.

Local government

Abuses 'shock nation'

The abuses of left-wing Labour councils have "shocked" the nation, the Conservatives say, and are not restricted to a few London boroughs.

"The truth is that the far left control town halls in many of our cities", the manifesto says.

Part of the explanation for the rise of such "extremists" lies in the fact that too few ratepayers have an interest in voting for responsible councillors with sensible policies.

"Many people benefit from local services yet make little or no contribution towards them: that throws too heavy a burden on too few shoulders."

Private firms have had little protection against the "huge" increases levied by Labour and Alliance councils.

In the first session of the new Parliament, the Conservatives would scrap domestic rates and replace them with a new, fixed-rate community charge payable by all adults.

All except the mentally ill and elderly people living in homes and hospitals would have to pay, but there would be reductions for students and the poor.

A unified business rate, tied to inflation, would also be introduced.

Councils would also have to put out to tender services such as refuse collection, street and building cleaning, vehicle maintenance, catering and ground maintenance.

Action would be taken to "strengthen democratic processes in local authorities".



Mrs Margaret Thatcher, flanked by, from left, Mr Norman Tebbit, Sir Geoffrey Howe and Mr Norman Fowler, at the launch of the Conservative manifesto in London yesterday.

Housing

'Decisions for people'

The manifesto says that the Tories' goal is a capital-owning democracy where people exercise power over their own lives in the most direct way.

"They would take the important decisions - as tenants, home-owners, parents, employees and trade unionists - rather than having them taken for them."

Specific promises include:

- A right to rent by extending the assured tenancy scheme and by introducing a "short-hold" scheme.

Assured tenancies would encompass new lettings in which tenants and landlords freely agree terms. The tenant would have security of tenure

and would renegotiate the rent at the end of the lease.

Under short-hold, aimed at bringing 550,000 dwellings back on to the market, security of tenure would be limited to the terms of the lease, not less than six months.

● Council tenants would be given the right to choose their landlords. These could either be tenants' co-operatives, owning and running estates, or other institutions such as building societies or pension funds.

● The setting up of "housing action trusts" to take over problem estates, renovate them and transfer them to new ownership such as housing associations.

Trade unions

Protecting individuals

Among laws proposed to "protect the rights" of individual union members are:

- A right to a secret ballot before a strike.

- A right to protection against union disciplinary action for disobeying a strike call.

- The re-election of union leaders by independent postal secret ballot.

- Curbs on the closed shop by protecting non-union workers against unfair dismissal. No legal immunity for strikes or industrial action to establish or enforce a closed shop.

- A new trade union commissioner to help individuals enforce their basic rights.

Health service

More of the same

In marked contrast to the radical proposals covering education and local government, no fundamental changes are planned for the health service.

Instead, the Conservatives stress their record over the past eight years, saying that spending is up from less than £8 billion to nearly £21 billion, and that staffing is up by 75,000.

The network of computerized "call and recall" systems for cervical cancer screening would be completed and a national programme for breast cancer screening developed.

Much maligned polls the key to a nation's many moods

By David Butler

In the coming weeks cartoonists will mock the polls and commentators will suggest that the public is satiated and sceptical.

One of the five leading polling organizations has boasted that it alone will carry out more nationwide surveys between now and June 11 than all five of them did in 1983.

But polls will continue to flourish simply because, for all their faults, there is no better source of information about movements of opinion and the likely outcome.

Sometimes, of course, the polls will disagree. Even when opinion is completely stable, every tenth sample survey with 1,000 respondents will, for purely mathematical reasons, diverge by at least 6 per cent from the true picture of the gap between the leading two parties.

However, when there are many polls, the overall picture is likely to remain fairly clear. Consider the most recent surveys in the table: only one seems out of line.

Last Thursday Gallup put the Alliance, not Labour, in second place. In default of other evidence it is wise to ignore this deviant finding or, at most, to let it make its modest contribution to a national average poll of nine polls: Conservative 42 per cent, Labour 32, Alliance 24.

On these average figures, if every constituency moved uniformly from the 1983 result, the Conservatives would get 360 seats to Labour's 246 and the Alliance's 21. The clear Conservative majority of 70 would be half the 1983 figure of 144.

On Sunday, *Weekend World*, and on Monday, *Newsnight*, published polls taken in marginal constituencies which indicated a rather smaller lead nationally, perhaps only 7 per cent or so, for the Conservatives.

Certainly they made plain that the Conservatives could not count on the bonus that

POLL WATCH

was being suggested by polls in marginal seats earlier in the year.

Moreover, there is an indication in most of the latest polls that the opening days of the campaign have helped Labour to cut the Tory lead from a maximum of 18 per cent to 10 per cent or less.

The Alliance has had no comfort yet, except that it is starting from a better point than in 1983 and that there is some sign of hardening support.

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happen on June 11 but we can be virtually certain that opinion will not then stand where it does now.

Perhaps a move towards the centre is most likely. The Alliance has some comforting precedents.

In three out of the last four general elections it has advanced sharply in the course of the campaign. In 1983, it gained 8 per cent in the last three weeks. If it can do that again, it will get a third of the total vote on June 11, almost certainly enough to deny the Conservatives a clear majority.

But there is the counter-example of October 1974 when the Liberals completely failed to repeat the spectacular leap they had achieved during the February election, seven months earlier.

Party strengths in the polls are, however, bound to move during the general election. Surveys in marginal seats, reported in *The Times* on Friday and by *Weekend World*, show Labour doing remarkably well in Conservative-Alliance marginals and the Alliance doing remarkably well in Conservative-Labour marginals.

But in the next few weeks the campaign will educate many people as to their local political situation.

Fifty per cent of voters are telling the pollsters that they are ready to vote tactically. The Conservatives hold 70 seats by less than 10 per cent of the vote. Only a limited number of electors have to decide that it is not worth supporting a candidate who is going to come third, for it to make a critical difference to the outcome.

Above all, there are the 28 or so days between these interviews and the actual vote. We do not know what will

The author is a Fellow of Nuffield College, Oxford.

OPINION POLL RATINGS

Field work	Poll	Con	Lab	All	Oth	Size	Published
May 13-14	Marplan	41	30	28	3	1,020	Daily Express
May 13-14	Harris	42	33	23	2	1,040	Observer
May 11-14	MORI	44	30	25	1	1,521	Sunday Times
May 16-17	Harris	42	32	24	1	1,058	TV AM
May 19	Marplan	41	33	24	2	1,072	Today

Livingstone denies rift with Kinnock

Mr Ken Livingstone, the former leader of the Greater London Council, yesterday fired the opening shots in his bid to become the Labour MP for Brent East with a firm denial of any rift between himself and Mr Neil Kinnock, the party leader.

He said: "I am not separating myself from Mr Kinnock. I am just about to undertake four weeks of punishing activity to make sure I can join him."

But the left-wing candidate, speaking at a press conference in a tiny north London constituency office, said he thought the emergence of separate caucuses such as black sections in the Labour Party was inevitable, and that it was right for the party to be committed to the removal of

discrimination against lesbians and homosexuals.

He brushed aside a question referring to Sharon Atkins, the ousted parliamentary candidate and black sections' campaigner, saying: "I am really not interested in getting into some sort of politics of what people may or may not believe Mr Kinnock thinks."

Mr Livingstone described his campaign as "up and running", but admitted that he had not yet seen Labour's manifesto.

"I certainly get across Labour's main themes of actually getting rid of nuclear weapons in Britain, rebuilding our welfare state and reconstructing our economy."

Labour had a majority of 12 per cent in the constituency at the last election.

Alliance plan will tax high earners

By Nicholas Wood, Political Reporter

Dr David Owen conceded yesterday that there will be some losers under the Alliance's anti-poverty programme, but he said the numbers would be far fewer than signalled under earlier proposals.

The SDP leader said that people on high incomes would be worse off under the programme, costing £3.6 billion, which promises that increases in benefits will be aimed at the old, families with children, the unemployed and the disabled.

But he said it was not possible to specify levels of salary at which taxpayers would be affected under the package outlined in the Alliance manifesto. Last August the Alliance withdrew plans for merging the tax and benefit system and redistributing incomes after admitting that people earning more than £10,000 a year would have to pay more.

Dr Owen said that the

original package was geared towards being revenue neutral. The new scheme was far more generous because it exploited increased tax receipts.

Of its total cost, £1.75 billion would come from higher borrowing. The remainder would be financed by higher taxes through the abolition of mortgage tax relief at the higher rate and freezing the married man's tax allowance.

He said: "The losers will be the people on high incomes who are claiming mortgage tax relief over and above the standard rate. There will be adjustments to personal tax allowances for the rich so they will also be losers."

The Alliance is promising to increase pensions by up to £6 a week for poorer single people and £9.40 for married couples. It also plans big increases in child benefits and payments to low-income families.

SNP threatens Alliance hope of winning key Scottish seat

A revival of Nationalist sentiment could put paid to Alliance hopes of gaining their number one target seat in Scotland. North-East Fife is a prosperous and largely rural constituency centred on the market town of Cupar and taking in the university town of St Andrews and the picturesque fishing villages of East Neuk.

The constituency was held in 1983 by Mr Barry Henderson for the Conservatives by a majority of 2,185 (5.9 per cent) over the Liberals. Although on paper it looks less marginal than Edinburgh West, where the Liberals came within 498 votes of unseating the Tories, the Alliance regards it as its most winnable seat north of the border.

This confidence is based largely on its local government performance. The Liberals gained control of the district council in 1974, the only Scottish local authority they control, and with the SDP they now hold five of the constituency's nine seats on Fife Regional Council.

The Conservative agent, Mr Keith Griffiths, reckons that the performance of the Liberal district council is the Tories' best secret weapon in this election campaign. He claims that it has antagonized local people with poor management and less than open government. He cites long delays in the clearing of a derelict factory in Newburgh, an unpopular decision to establish a site for travelling people near



Mr Henderson: an attack on Liberal council's record.

CONSTITUENCY PROFILE

Fife N-East

CANDIDATES
J.S.B. Henderson (C)
W.M. Campbell (L/All)
D. Roche (SNP)
A. Gannon (Lab)

1981 % Own occ. 48.7
1981 % Loc Auth 33.8
1981 % Mid d 47.7
1981 % Prof man 19.8
1986 electorate 52,155

1983 General Elections: Henderson, J.S.B. (C), 17,129; Campbell, W.M. (L/All), 14,944; Roche, D. (SNP), 2,442; Gannon, A. (Lab), 2,428; Fife, T.G. (Eco), 242, maj 2,185.

Key: % own occ: proportion owning their homes; % Loc auth: proportion of council tenants; % Mid d: proportion of non-manual workers; % Prof man: professions & higher management.



Cupar and ignoring residents' protests about the siting of a swimming pool in St Andrews.

Although the fight looks like being a close two-horse race between the Alliance and the Tories, the size of the Scottish National Party (SNP) vote could be crucial in determining the outcome. In October 1974 the Nationalists came within 2,000 votes of unseating the Tories. Since then they have been pushed into a poor third place by the Liberals but there are now signs of a Nationalist revival. In a clear effort to stem this tide, Mr Menzies Campbell, the Liberal candidate, has made much in his speeches of the Alliance commitment to a Scottish assembly with revenue-raising powers.

Both SNP and Labour, who each polled just under 2,500 votes at the last election, claim their vote is solid and see tactical voting by their supporters as unlikely. They are both fielding local candidates, Mr David Roche, an architect, for the SNP and Mr Tony Gannon, an unemployed politics graduate for Labour.

The Tories are making much of the fact that the one candidate from outside the

constituency is the Liberal, Mr Campbell, an Edinburgh advocate and QC.

Defence and education are likely to be key issues in the campaign. The RAF base at Leuchars is the biggest employer in the constituency and the Tories are stressing what they see as the ambiguities and uncertainties of Alliance defence policy.

The second largest employer is St Andrews University, traditionally a bastion of Conservatism, though recently suffering the effects of government cuts. Both the Liberals and the Tories will be making strenuous efforts to persuade the 4,000 students there, most of whom will have left by June 12, to exercise postal votes in North-East Fife rather than to use their votes in safer seats at home.

If Mr Campbell does win on June 12 he will not be the first Liberal lawyer to represent North-East Fife. The party's leader, Mr H.H. Asquith, held the old East Fife seat from 1886 to 1918. His successor, Mr David Steel, will be visiting the constituency next week in an effort to end the subsequent 60 years of National Liberal and Conservative representation.

Ian Bradley

Poverty the enemy • Recovery aim • Justice for miners • Sunday shops **ELECTION 87 X**

The Labour manifesto

£12bn programme is Kinnock's 'message of confidence'

By Philip Webster, Chief Political Correspondent

A £12 billion emergency programme to tackle unemployment, poverty and crime forms the centrepiece of the Labour Party's general election manifesto, unveiled yesterday by Mr Neil Kinnock as "a message of hope and confidence" — the alternative to the divisive and dictatorial approach of the Conservatives.

The manifesto promises to reduce unemployment by a million in two years, increase pensions and child benefit, introduce a statutory minimum wage, introduce crime prevention grants for home owners and to put more policemen on the beat — all as part of a programme concentrating resources on the tasks of combating unemployment and poverty for its first two years.

All other programmes requiring substantial public finance must take lower priority in terms of timing and public resources, the manifesto says.

Mr Kinnock, launching it at a press conference at the Queen Elizabeth II conference centre in Westminster, said it was a manifesto "which pledges only what we know can be achieved".

It pledges to pay for its immediate recovery programmes, costing £6 billion a year for each of the first two years, by reversing the 2p income tax reduction made in the Budget and using it directly to generate 300,000 jobs, by borrowing £3 billion for wealth-generating investment and reversing the extra tax cuts received by the richest 5 per cent (those earning more than £500 a week,

according to Mr Roy Hattersley, the shadow Chancellor, later) and re-allocating it to the most needy, and introducing a "super wealth tax" to be levied on the wealthiest 1 per cent of the population.

As part of its programme to halt the decline in manufacturing industry, it promises to introduce a capital repatriation scheme to attract and retain investment in Britain and to establish two new organizations — British Enterprise, to back new companies and ideas, and the British Industrial Investment Bank, to lend funds to industry for machinery, training, research and development.

The manifesto commits Labour to cancelling the Trident submarine programme and decommissioning Polaris, but, as expected, it continues the softening of its stance on the removal of American nuclear weapons by referring no longer to the removal of "American nuclear bases" and making clear that not only cruise missiles but also "other nuclear weapons" can remain while the United States-Soviet disarmament talks continue with hope of success.

The manifesto also commits Labour to setting up a ministry for the arts and media, which will have responsibilities for the press and broadcasting. It promises to legislate to ensure that ownership and control of the press and broadcasting media is retained by British citizens, and to limit the concentration of ownership. The detailed proposals are as follows:

Priority programme

Health service

Immediate economic summit to be called

If Labour forms the next government it will call an immediate national economic summit involving government, employers and trade unions to identify action to increase investment, contain inflation and achieve sustained recovery.

The party intends to reduce unemployment by a million in two years as the first instalment of a plan to beat mass unemployment, the document says. Half a million jobs will be generated in private industry and the public sector building and repair of homes, schools and transport systems.

Another 360,000 jobs and training places will be created. A further 300,000 jobs will come in the health, education, and caring services.

Customs services will be strengthened in the fight

against drugs and the voluntary job release scheme will be extended to men over 60.

Single people's pensions would be increased by £5 a week and married couples' by £8. People on low incomes would get a £5 winter premium for fuel bills and child benefit would be increased by £3 a week.

The manifesto also promises crime prevention grants for home-owners and tenants and more police officers on the beat. Uniformed officers would be relieved of tasks that are not related to law and order.

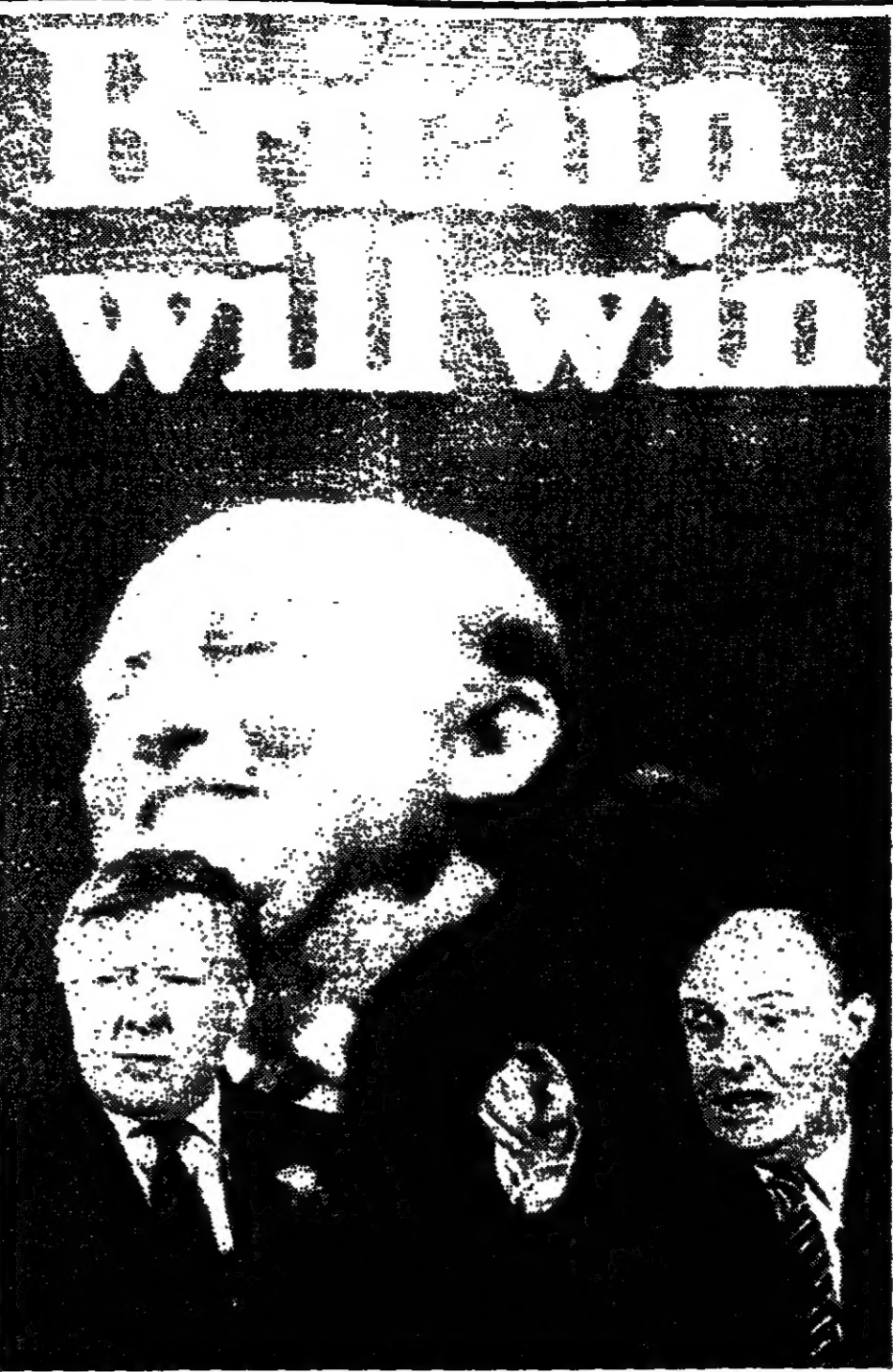
Other swift action, costing little to implement, the manifesto adds, includes the introduction of a Freedom of Information Act, the repeal of Section 2 of the Official Secrets Act.

Vow to cut waiting

Waiting lists will be reduced by computerizing bed allocation, encouraging more consultants to work full-time and targeting increased resources where lists remain excessive. Proposals include shorter GP patient lists, more convenient surgery hours, and more choice for patients.

There will be a network of well-women clinics, with computerized "call and recall" screening for all women at risk of cervical and breast cancer. Resources to fight Aids will be increased.

Labour will start to reduce prescription charges with the ultimate aim of abolition, and begin phasing out pay beds and removing public subsidies to private health. A carer's allowance will be introduced for those looking after elderly and disabled relatives at home.



An emphatic Mr Kinnock at the launch of Labour's manifesto, with Mr Roy Hattersley.

Trade unions

All employees 'must be allowed membership'

The manifesto makes no commitment to repeal all Conservative labour legislation. Instead it vows to "replace" Tory legislation that gives employers and non-unionists the means to frustrate legitimate trade union activity.

It calls for "justice" for unfairly dismissed miners, and the restoration to every employee of the right to belong to a union, including GCHQ staff. Labour proposes secret ballots for strikes and the election of union executives.

The party promises to promote racial equality and encourage contract compliance and other positive means of ensuring equity for all citizens. It will strengthen the law on public order to combat racial

hatred, acting against the menace of racial attacks by making prosecution easier. This should encourage more reporting of offences.

A charter for consumers will provide new safeguards. Producers will be made strictly liable for defective products. There will be a statutory code of advertising practices, with powers to order the correction of misleading advertisements.

Schools will be encouraged to open recreational facilities to the whole community and prevent the sale of school and other sports grounds.

Labour will protect the independence of the BBC and independent broadcasting organizations. It rejects subscription TV for the BBC.

Defence

Polaris 'is to go'

Labour's policy "is based squarely on Britain's membership of Nato". Polaris will be decommissioned, Trident cancelled.

The money saved would be spent on conventional forces and maintaining a Royal Navy of 50 frigates and destroyers.

There would be no time limit for the removal of American weapons, but if the superpower arms talks fail "we shall, after consultation, inform the Americans that we wish them to remove their nuclear weapons".

The aid budget would be doubled and a department of overseas development, headed by a Cabinet minister, would be set up.

Pledge to bring capital back

Other points from Labour's manifesto include the following:

● **INDUSTRY:** A capital repatriation scheme would be brought in to attract and retain British savings and investment in Britain. Investment institutions will lose their tax concessions unless they bring back most of the capital invested abroad.

A British Industrial Investment Bank would target finance for industry where it is needed and there would be a dynamic regional policy with development agencies for the North, North-west, Yorkshire and Humberside.

A ministry of science and technology would be set up and British Enterprise will take a socially owned stake in high-technology industries.

British Telecom and British Gas will be returned to "social ownership", but no other industries sold off by the Tories are named for return to the public sector.

All 16-year-olds would be guaranteed at least two years of education, training and work experience.

Labour will also develop an energy conservation programme and ensure that Britain develops full potential of coal, oil and gas resources. Our dependence on nuclear energy will be "gradually diminished", but no timetable is set for phasing it out.

● **CRIME:** Local councils will be helped with more street-lighting, caretakers and park keepers, and will be helped to provide stronger locks, doors and vandal-proof windows for tenants and home-owners.

A safer transport system will be developed to protect passengers and crews, with better staffing, better sited bus stops and well lit stations with alarm buttons.

Locally elected police authorities will be given statutory responsibility with the police in law enforcement. The police would remain responsible "for all operational matters".

● **LOCAL GOVERNMENT:** A new strategic authority for London would be set up to replace the GLC and annual local elections would be introduced.

The Scottish "poll tax" would be repealed and a "quality commission" would ensure high standards of local authority provision. A Scottish assembly is to be set up.

Greater powers and funds would be given to the Welsh development agency.

There would be no change in constitutional position of Northern Ireland without the consent of the majority community, but no group would be allowed to have a veto on policies designed to win consent.

COMMENTARY

Geoffrey Smith

In their very different ways both the Conservatives and Labour set out to reassure the electorate yesterday. The Conservatives did so by what they put into their manifesto. Labour did so by what they kept out.

Both of them were displaying an accurate appreciation of their contrasting electoral problems. The Conservatives have to show that after eight years in office there remain fresh tasks for them to accomplish.

It is hardly possible to speak to a senior Conservative these days without being told that they have not run out of steam or that they still have momentum. Perhaps it may sound a little defensive, but they know that nobody was ever elected to high office simply from gratitude.

So the Conservative manifesto offers page after page of momentum. The proposals on

Labour's problem an excess of steam

education and housing are particularly far-reaching.

The anxiety that Labour leaders have to assuage is quite different. It is not that the party may be too tired, but too irresponsible. An excess of steam is Labour's problem. So the manifesto is designed to offer tangible evidence that a Labour government would be under moderate control.

All the old talk of sweeping nationalization and compulsory planning agreements for industry has gone. A measure of social ownership, yes — but couched in deliberately modest terms. The Tory legislation on trade unions is to be replaced, but there are still to be secret ballots for calling strikes and for the election of union executives.

American nuclear bases in this country are still to go. But when? Not necessarily very soon, to judge from this document. It would depend upon the negotiations with Mr Gorbachev and then consultations with the Americans.

There is still quite a bit here to upset a moderate voter. Higher taxation would impinge on a number of people who had never previously thought of themselves as rich. Secret ballots are not a sufficient safeguard against excessive union power. And NATO would be undermined by the election of a government which even aspired to throw out American nuclear bases.

But the manifesto does read as if the loony left were unable to find their way to the

Both manifestos may cause alarm

drafting room. That suggests that Labour go into this campaign with a much shrewder sense of tactics than was displayed in 1983.

There are, however, inevitable but contrasting risks in both the Conservative and Labour approaches. In their eagerness to show that they would be up and doing in a third term, the Conservatives may alarm those who might suspect that change is not their ally.

A community charge, as we are supposed to call the local authority poll tax, will hardly appeal to those not paying rates at the moment, no matter how just it may be to bring them into the net. A good many more people may simply be bewildered and suspect that they will end up paying more.

Some parents may be nervous that their children will simply experience upheaval in their schools while the benefits accrue only to other children later on. Even the limited measure of rent decontrol now proposed may cause some anxieties.

For Labour there are two questions. Can a relatively safe manifesto be enough to make the party seem safe as a potential government? And, having avoided the worst dangers, is there sufficient positive appeal to overthrow a government that is riding high?

Only, I think, if the Conservatives have badly miscalculated their appeal. If the boldness of their approach is too much for the nerves of a cautious electorate then there could be some surprises ahead. I do not believe that the Conservatives have made such a gross misjudgement. But that is the question on which the election will now turn. Labour will not seize victory, but the Conservatives could throw it away.

Judge by record not promises, says Steel

Mr David Steel, the Liberal leader, yesterday attacked the Conservative manifesto as "the longest promissory note in history".

"The Tories ask us to judge their promises for the future by their performance in the past. But the achievements of the past eight years have been modest while the cost has been enormous. If Tory promises are brother to Tory performance then heaven help us all," he said.

Canvassing voters in Matlock, West Derbyshire, he urged them to look at the effect of previous Conservative manifestos.

Where, he asked, was the promise that there would be two million fewer jobs; more imports than exports; 1.5 million people homeless or on council waiting lists; 750,000 waiting for hospital beds; increased prescription and dental charges; one million victims of crime; and old people stripped of increased pensions.

He dismissed Labour's Britain Will Win programme, stating that it should be subtitled *Labour Can't Win*. "It is a case of the unelectable pursuing the unattainable."

After campaigning in the marginals of West Derbyshire and Sheffield, Hillsborough, where the Alliance is lying a close second, Mr Steel took a quick helicopter tour of Lincolnshire, then joined Dr David Owen, the SDP leader, at a rally in Cambridge.

● Lawyers acting for Mr Steel decided yesterday to step up legal action against newspapers which published allegations against him. The lawyers said they will sue the *News of the World* and one of its journalists, Mr Keith Beabey. This follows the serving of writs on Monday on *The Sun* and *The Star*. Legal representatives of a woman named in the allegations have also issued writs against *The Star*.

Conservatives ready to tackle Sunday shopping laws again

By Robin Oakley, Political Editor

The Conservative Government, if re-elected, is prepared to tackle once again the highly-controversial reform of licensing and Sunday trading laws.

In a wide-ranging package for Home Office legislation, Mrs Thatcher and her team also have plans for further tightening of immigration laws, for changes in the parole system, for "beefing up" the Broadcasting Complaints Commission and for setting up a national organization to draw together the activities of neighbourhood watch groups.

The last attempt by the Conservative Government to remove the restrictions on Sunday trading failed when Tory MPs lost their nerve in the face of well co-ordinated opposition.

The Tory manifesto published yesterday says: "The present laws on Sunday trading and licensing contain innumerable anomalies. They are frequently flouted. It goes on, in the blue type that denotes a promise of action: "We will therefore look for an acceptable way forward to bring sense and consistency to the law on Sunday trading."

And we will liberalize the laws on liquor licensing hours so as to increase consumer choice, but we will also keep a sensible limit on late-night opening."

Ministers have no detailed plans on how they would make progress on Sunday trading. One senior Tory said: "There is no new master plan waiting in Whitehall. It is merely a matter of starting to roll the stone uphill again."

Reform of the licensing laws, too, would probably require the issue first of a White Paper. There have been no discussions yet with interested parties but the idea most favoured by Ministers is to allow opening of licensed premises from 11am to 11pm. To counter the fears of temperance interests the legislation to permit this would be accompanied by a stepping up of education on drinking habits and moves for the tighter enforcement of the laws on under-age drinking.

It is, however, fully accepted within the Home Office that the extension of licensing laws in Scotland some years ago has lessened rather than increased the number of problem drinkers.

The Criminal Justice Bill, most of which was lost when the Prime Minister decided to go for an early election, will be reintroduced in full early in the next parliament if the Conservatives are re-elected. The Government also plans a major review of the parole system, which has not been examined for 20 years.

They are aware of concern among judges that the minimum qualifying sentence for parole, at six months, is too low and that the disparity between sentences awarded and time served is too great. This has to be balanced by concern about the size of the prison population. Britain has more people in jail per head of the population than any other European nation.

New immigration controls are considered necessary in areas where present laws are fraying at the edges. In particular, the Home Office wants to tackle the problem of wives in polygamous marriages.

More controversially, it is thinking of scrapping the special dispensation given by the 1971 Act to Commonwealth

immigrants who were in Britain before January 1973, which brings the complication that there constantly have to be two sets of immigration rules, one for that group and another for everyone else. Though the pre-1973 group would still be able to bring in wives and children they would be made subject to the maintenance and provision rules applied to later immigrants who wish to bring in their dependants.

In its efforts to tackle crime, the Government is hoping to create from the 30,000 neighbourhood watch schemes in Britain what would in effect be a co-ordinated national pressure group for crime prevention.

On broadcasting, Mr Douglas Hurd, the Home Secretary, plans either to strengthen the Broadcasting Complaints Commission, allowing individuals to make complaints about sex and violence on television, or to set up a new body in the same field.

The Home Office also has plans to extend the rights of Britons living abroad to vote in home elections.

Labour shifts on defence strategy

By Michael Evans, Defence Correspondent

Another major softening of Labour's non-nuclear defence strategy has been written into the manifesto, presumably because of the growing feeling that an arms-control agreement on intermediate-range missiles could be signed with the Soviet Union this year.

Labour clearly feels that it would be unwise to push for the removal of cruise missiles and the closure of American nuclear bases until the negotiations on intermediate-range nuclear forces (INF) are completed.

Mr Neil Kinnock, the Labour leader, had already changed his position on the cruise missiles based at RAF Greenham Common when he stated in March that he would not insist on their removal while the INF talks were continuing.

But Labour's manifesto reveals another change in its stance: both the removal of cruise missiles and the closure of the American nuclear bases have now been made dependent on the INF negotiations.

The manifesto says that Labour strongly supports the talks between the United States and the Soviet Union and wants "to assist that process in every way possible".

But it goes on: "If, however, it should fail we shall, after consultation, inform the Americans that we wish them

to remove their cruise missiles and other nuclear weapons from Britain."

Mr Kinnock has said in the past that there would be no time limit on the removal of American nuclear weapons. But the manifesto makes it clear that Labour has decided to promote its non-nuclear policy under the umbrella of arms-control talks.

However, Moscow now knows for sure that even if the talks with the Americans break down, a Labour government in Britain would remove the 96 cruise missiles deployed at Greenham Common and would stop the delivery of a further 64 missiles at RAF Molesworth.

The Labour manifesto reveals no change on the issue of Britain's own nuclear deterrent. Polaris would be decommissioned and Trident cancelled, although no timetable is mentioned.

The money saved, about £5 billion, would be spent on conventional weapons. The Tories claim that this would only provide the equivalent of two more armoured brigades with about 300 tanks, or two more squadrons of Tornado aircraft.

Labour's present non-nuclear package, geared to the INF talks, has been reached after several years of notable "theological" changes.

Agenda of events today

Mr Norman Tebbit, chairman of the Conservative Party, will address the Confederation of Indian Organizations this evening at the Kensington Hilton, Holland Park. In the morning, Conservative prospective candidates will be meeting at the Central Hall, Westminster.

Mr Neil Kinnock, Mr John Prescott and Mrs Barbara Castle will be holding a press conference at Birmingham Airport and Mr Stanley

Orme will be at Transport House to launch the Labour Party's energy policy. Mr Roy Hattersley will be among the speakers at a major rally at Huddersfield Polytechnic.

During a visit to the Midlands, Dr David Owen will be meeting miners at Edwinstowe, Nottinghamshire, while in the West Country, Mr David Steel will be visiting a china and glass works at Truro. Mr Geraint Howells will be taking part in a Welsh conference on agriculture at Cardiff.

North-south divide is deep-seated and growing, study says

By John Spicer, Employment Affairs Correspondent

Britain's north-south economic divide is substantial, probably widening and so deep-seated as to require medium or long-term action to put it right, according to experts at Newcastle University.

They have identified "honey pot" areas of the country, nearly all in the South, where there is a very high growth in employment and compare them with 23 "disaster areas" where unemployment is getting worse.

These are concentrated in the West Midlands, Clydeside and the North-east, but also include Liverpool and Manchester.

Professor John Goddard, director of the Centre for Urban and Regional Studies at Newcastle, will deliver details of the research to a meeting of the Institute of Economic Affairs in London today.

The paper, entitled *The North-South Divide: Local Perspectives*, also identifies the 15 most prosperous towns in the country and the 15 least prosperous.

Taking such factors as employment, house prices and

the number of families with two cars, Winchester comes top of the list followed by Horsham, Bracknell, Milton Keynes, Maidenhead, Basingstoke, High Wycombe, Aldershot and Farnborough. Bishop's Cleeve, Aylesbury, Hertford and Ware, Crawley, Haywards Heath, Woking and Weybridge, and Guildford.

The least prosperous town, according to the researchers is Corby followed by Middlesbrough, Peterlee, Port Talbot, Greenock, Birkenhead and Wallasey, Irvine, Liverpool, Bathgate, Sunderland, Hartlepool, Coatbridge and Airdrie, South Shields, Mexborough and Bracknell.

As far as the job generation "honey pots" are concerned, Professor Goddard says these are primarily Milton Keynes, Peterborough, Huntingdon, Thetford, Basingstoke and Bracknell.

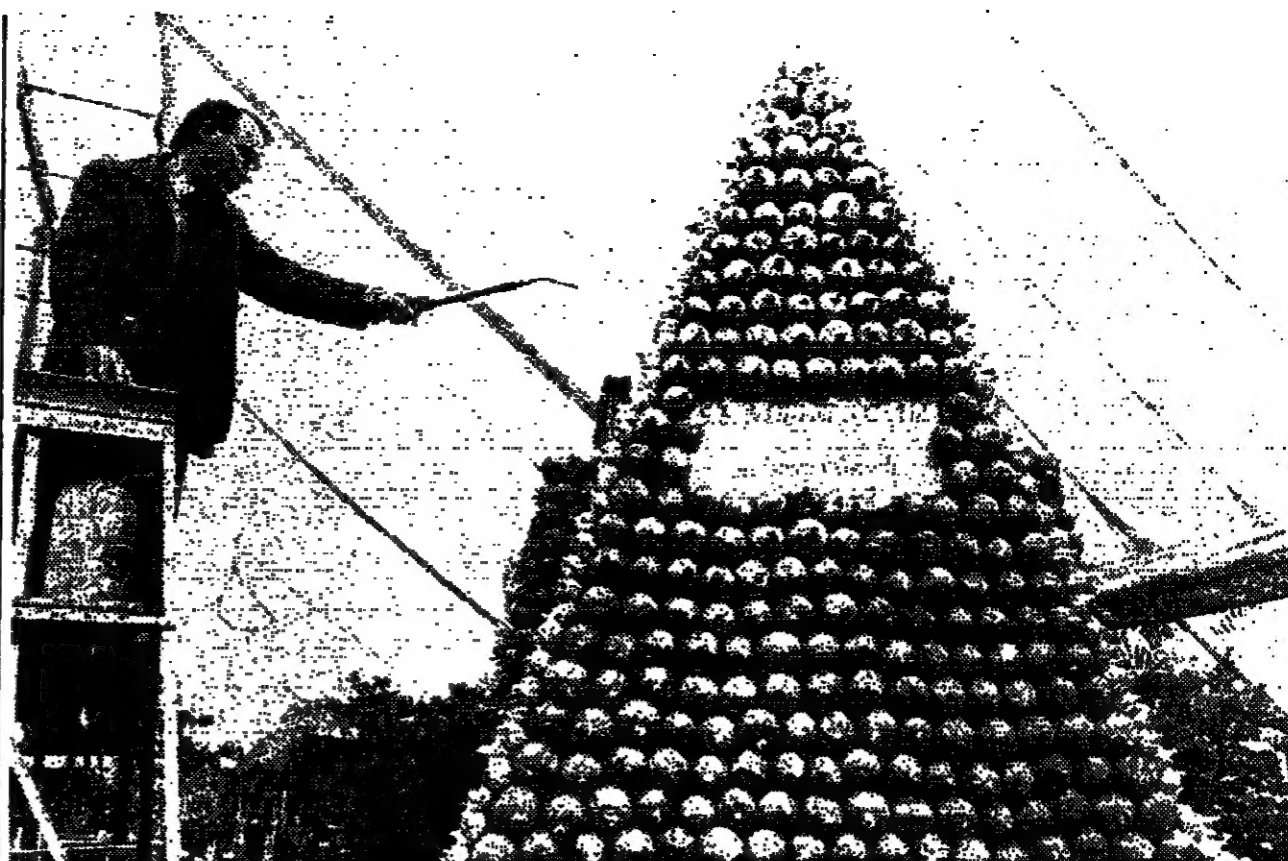
The reasons for employment increases in these towns are public sector investment, plus new and expanded towns which have attracted industry. Into this category some Midland towns have to be included: Redditch, Tamworth and Telford, plus Runcorn in the North-west.

Professor Goddard and his co-author, Mr Mike Coombes, argue that under-performing local areas can promote themselves up Britain's prosperity league table by identifying and building on their distinctive local advantages, culture and traditions. This offers more scope for early improvement in economic prospects than migration of workers.

The paper, which draws on research over a 10-year period, says that serious obstacles to labour mobility in the British economy limit the pace at which movement of workers could improve the position.

Professor Goddard and Mr Coombes say that the unemployed person needs information about employment opportunities remote from his home areas and must then overcome the difficulties in the job search stage.

Some northern towns do penetrate the south-dominated top quarter of the prosperity table and these include Aberdeen, Stratford-upon-Avon, Evesham, Kendal, Macclesfield, Harrogate, Redditch, Carmarthen, Matlock, Stafford, Leamington, Inverness, Penrith, Stirling and Northallerton.



A pyramid of onions being watered yesterday at the Chelsea Flower Show (Photograph: Mark Pepper). Winners, page 17

Compensation call on landlords' lease delays

By Frances Gibb
Legal Affairs
Correspondent

Landlords who unreasonably hold up the transfer of a lease from one tenant to the next should pay compensation to their tenant, the Law Commission says in a report published yesterday.

The proposal could cut what is a "considerable source of delay in conveyancing" it

says in its report, *Leasehold Conveyancing*.

Tenants have to obtain landlord's consent before transferring to a new tenant, usually a buyer, in the case of many leases of flats and commercial properties.

The landlord must not withhold that consent unreasonably.

If he does, or if he delays in giving consent, the selling

tenant has very little redress against his landlord.

He cannot sue, he can only go ahead without the consent (although the incoming tenant will not usually agree to this) or ask the court for a declaration that the landlord has been unreasonable, by which time the new tenant will have often withdrawn.

It puts forward a draft parliamentary Bill which

would put landlords under a statutory duty to consent to a change of tenant, or to a sub-letting, within a reasonable time. A breach of that duty would make them liable to pay the tenant damages.

The proposal also has the backing of the Law Society, which for years has pressed for reform, and the Government's Conveyancing Standing Committee.

A 'record' outcry on poster

By Robin Young

The number of complaints from the public about a poster for the newspaper *Today*, which showed Britain's party leaders with nooses round their necks, was the highest that any of the staff at the Advertising Standards Authority can recall.

A spokesman said yesterday: "It was certainly the highest number of complaints we have had for many years, and may in fact have been a record".

There were 213 complainants, including Mr Harry Cohen, the Labour MP for Leyton.

In a case report published today the authority upholds the complaints against *News (UK) Ltd*, the publishers of *Today*, and their advertising agency, Yellowhammer.

It says that the visual presentation of the poster, headlined: "Would Britain be better off with a 'Hung Parliament'?", was "wholly unsuitable for public display on poster sites".

Musical firm drops its case

Boosey and Hawkes, the musical instruments makers, yesterday confirmed that it was dropping an action in the High Court against a rival firm alleging breach of copyright.

The London firm had claimed that Brass Band Instruments, a company based in Portsmouth, was indirectly copying substantial parts of instruments including euphoniums, flugel horns and cornets.

£117,500 for crash widow

The widow of a farmer, Mrs Elizabeth Gascoyne, aged 37, was awarded £117,500 damages in the High Court yesterday for the death of her husband, Anthony, of Bapchild, Froggall and Stone Farms, Teynham, Kent, during a flying lesson when his microlight plane broke up in mid air.

Their two children, Emily, 12, and Thomas, nine, receive £7,000 each for the loss of their father in the accident at Headcorn, Kent, in which instructor Miss Lolita Strauss was also killed. The award was against the Civil Aviation Authority and the operator, Twin Flight Ltd.

Saunders' bail terms changed

Mr Ernest Saunders, the former Guinness chairman, yesterday appeared at Bow Street Magistrates' Court, central London, where he had the terms of his bail varied so that he can visit his sick wife in Switzerland.

The application was not opposed by Mr Victor Temple, for the Director of Public Prosecutions. Mr Saunders is accused of attempting to pervert the course of justice and of illegally destroying and falsifying documents in January this year.

Howe sees Catholic delegation

By Clifford Longley
Religious Affairs
Correspondent

Representatives of the Roman Catholic Church met Sir Geoffrey Howe, Foreign Secretary, yesterday to tell him of their concern over poverty and famine in Africa, as they continued a series of meetings with leading politicians from all parties.

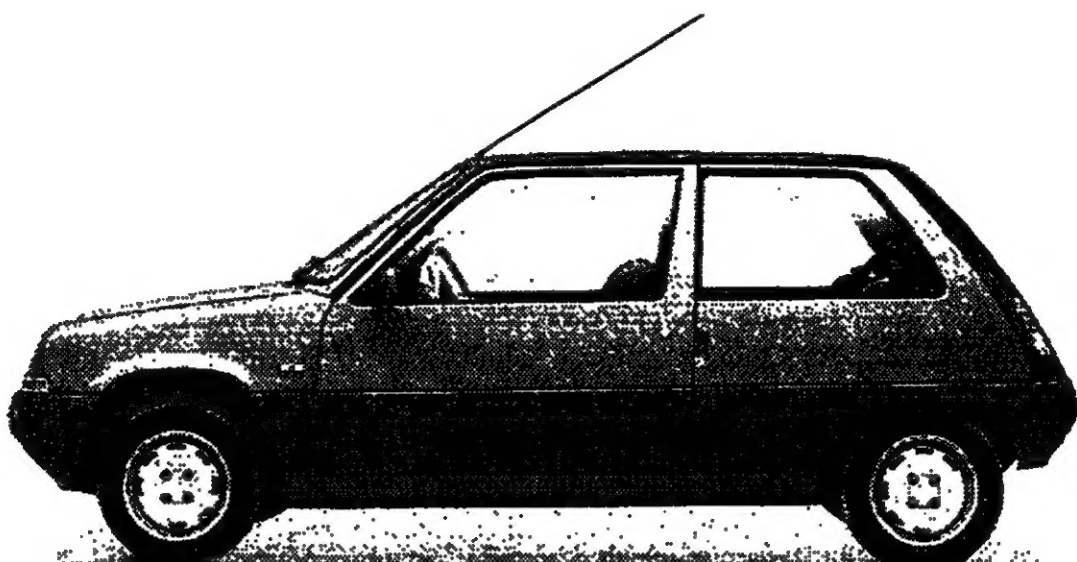
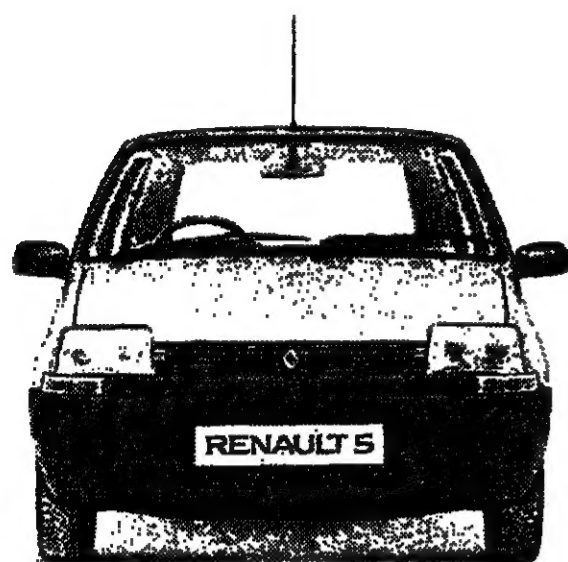
Mr Neil Kinnock, the Labour leader, met the church's representatives last week, and they are scheduled to see Mr David Steel on Monday.

The meetings are part of a campaign to raise awareness of the African issues at a time when they fear that the crisis in Ethiopia and the Sudan is being forgotten.

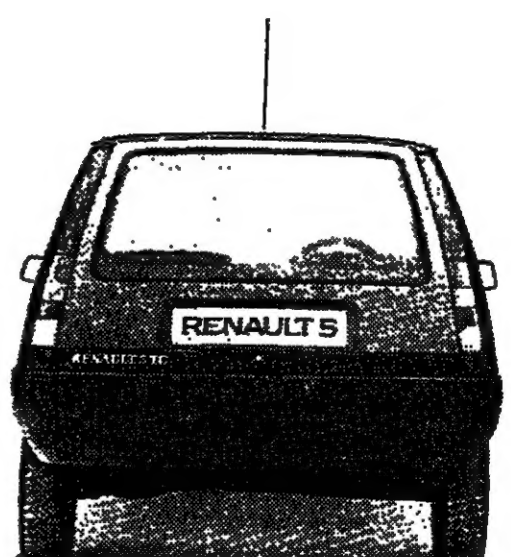
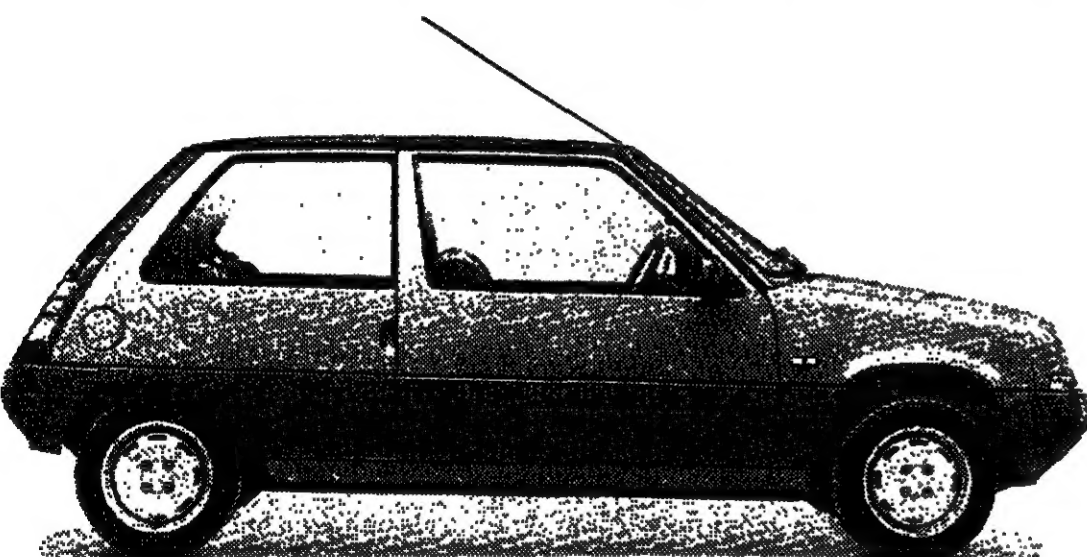
The delegation, led by the Right Rev James O'Brien, chairman of the bishops' department for international affairs, plans to raise the same issues with the European Commission.

Sir Geoffrey was told yesterday that a research project, backed by the bishops, had identified four main factors contributing to famine in Africa: the level of inter-government aid to African states, unfavourable patterns of trade, difficulties in meeting international debt repayments.

At its last meeting the Bishops' Conference of England and Wales decided to try to direct attention to African famine in the pre-election period.



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WORLD SUMMARY

Gunman tries to murder Barbie

Lyons — Police yesterday thwarted an attempt by a gunman disguised as a doctor to kill Klaus Barbie, the former Gestapo chief of Lyons (Michael McCarthy writes).

The man, named as Christian Didier, aged 43, arrived at St Joseph Prison, Lyons, posing as a doctor and carrying a concealed and loaded revolver. When the revolver was picked up by a metal detector, he told police he intended to kill Barbie to avenge Jean Moulin, the French Resistance leader allegedly tortured to death in 1943.

Meanwhile, Barbie yesterday made his fourth successive formal refusal to attend his trial.

Lima police end strike

Lima — For the first time in four days police were back on the streets of Lima yesterday after triumphantly ending an illegal strike that has shaken the extraordinary authority commanded by President Garcia for the past 22 months (Christopher Thomas writes).

The police had demanded an 800 per cent pay rise but settled for a little more than 50 per cent and improved benefits. But as one crisis ended another began. A general strike by the biggest labour confederation paralyzed much of Lima and many provincial cities, with government offices, banks, oil refineries and mines closed throughout the country. The stoppage, again in support of increased pay, was the first general strike since President Garcia came to power.

Building kills 12

Beirut (AP) — A four-story apartment building collapsed yesterday in west Beirut, killing at least 12 people, injuring one and trapping several others, authorities said. Beirut's mayor said digging at an adjacent construction site caused the collapse.

Meanwhile the newspaper *Al Nahar* said two Muslim Druze officials had been arrested on suspicion of being behind a wave of more than 100 dynamite attacks in the predominantly Muslim west Beirut. A number of their aides had also been arrested.

Bullfight injuries

Madrid — The third torero to be hurt in the first four days of the 26-day annual "San Isidro" bullfighting series remained in the intensive care ward of a Madrid hospital yesterday, with a punctured left lung and a bad burn wound in his right leg (Harry Debelius writes).

José Luis Ramos was caught on the horns of a bull weighing more than half a ton as he made his first appearance at Las Ventas, the main bullring of the capital, on Monday evening. He remained in a "very serious condition" yesterday.

Indian riot curfew

Delhi — Troops marched through Meerut in north India yesterday as a curfew was enforced after violent riots between Hindus and Muslims (Michael Hamilton writes). At least 15 people have died and 21 have been badly injured in the rioting. More than 200 arrests have been made.

CHANDIGARH: A journalist working for a newspaper group whose staff are a target for Sikh extremists was shot dead in Punjab (Reuters reports).

Turkish poll date

Ankara — Mr Turgut ozal, right, the Turkish Prime Minister, has indicated that the referendum on the future of former political leaders will be held in September (Rasit Gundelik writes). He said President Evren had already approved constitutional amendments for the referendum, and for enlarging the Parliament and cutting the voting age to 19.



Mahathir reshuffles Malaysian Government

From M.G.G. Pillai, Kuala Lumpur

Datuk Seri Mahathir Mohamad, the Prime Minister of Malaysia, yesterday reshuffled his Cabinet, promoting four deputy ministers and appointing 10 new deputies and several new parliamentary secretaries.

The reshuffle, the most drastic change to the Government line-up in more than 30 years, followed the resignation of two key rivals from the Cabinet last month and the dismissal a few days later of three ministers and four deputy ministers.

The Federal Territory Ministry was abolished, while a Tourism and Culture Ministry was created.

The changes followed last month's reelection, by a 43-vote majority, of the Prime Minister to the presidency of the United Malay's National Organisation (UMNO), the main party of the ruling National Front coalition.

The full Cabinet list (NC for no change and PR for promoted; Prime Minister, Home Affairs,

Justice Datuk Seri Mahathir Mohamad; Deputy Prime Minister, National and Rural Development Mr Jafar Baba (NC); Transport Datuk Ling Liong Sik (NC); Public works Datuk S. Samy Vellu (NC); Primary Industries Datuk Lim Kheng Yik (NC); Defence Tunku Ahmad Ridauddeen; Energy Telecoms and Posts Datuk Leo Moggie (NC); Trade and Industry Datuk Rafidah Aziz; Land and Regional Development Datuk Suleiman Daud (NC); Agriculture Datuk Seri Sanusi Junid (NC); Science, Technology and Environment Datuk Stephen Yong (NC); Education Mr Anwar Ibrahim (NC); Foreign Datuk Abu Hassan Omar; Finance Mr Daim Zainuddin (NC); Health Datuk Chan Siang Sun (NC); Labour Datuk Lee Kim Sai (NC); Youth and Sports Datuk Najib Razak (NC); Housing and Local Governments Mr Ng Cheng Kiat (NC); Information Datuk Muhammad Rahmat; Tourism and Culture Datuk Sabarudin Chik (PR); Public Enterprises Datuk Napsiah Omar (PR); Welfare Services Datuk Mustafa Muhammad (PR); Ministers in Prime Minister's Department Mr Kasiah Gadam (NC) and Datuk Yusof Noor (PR).

Iraqi attack on the USS Stark

By Robert Fisk
Middle East Correspondent

With some of her 37 dead presumed to be still lying within her smouldering decks, the USS Stark was towed towards the mouth of Bahrain port last night, listing in the water, her bridge a mass of twisted metal, a huge hole on her port side and the Stars and Stripes flying at half mast.

Two of the six other American warships in the Gulf, now under orders to shoot at any Iraqi or Iranian aircraft that threaten them, had shepherded the Stark towards the island with a salvage tug regularly cooling the port side of the vessel with sea-water and foam.

However, President Hussein of Iraq, who publicly expressed his "deepest regret" to President Reagan that Iraqi planes had attacked the Stark, had by last night still not told his own people that their Air Force was responsible for the bloodiest attack on US forces since the suicide bombing of the American Marine headquarters in Beirut in October, 1983.

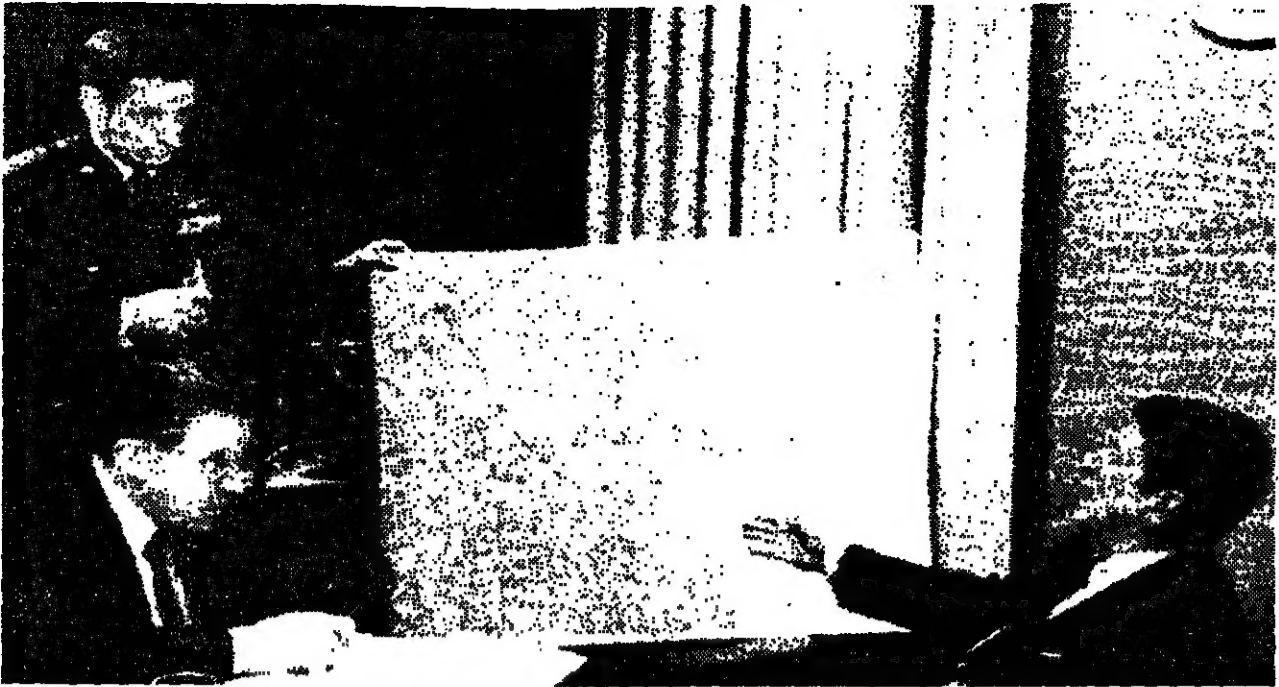
The Iraqi News Agency published in English a full and accurate text of President Hussein's account of what he referred to as "this tragic incident" but the agency's Arabic service made no mention of the letter to Mr Reagan, of the Iraqi acceptance of responsibility, or of US demands for compensation to the families of the dead crewmen.

Some sections of President Hussein's letter, it should be added, surprised even Arab diplomats who felt that the President's suggestion that the attack on the Stark was ultimately Iran's fault — because Iran still refused to end the Gulf War — showed both lack of judgement and insensitivity.

The Arab countries realize, however, that it is not in Washington's interest to humiliate Iraq further at a time when American policy is directed towards closer ties with Baghdad at the expense of Iran. It was not for nothing that President Hussein in his letter to Mr Reagan spoke of the urgent need for "efforts to be brought together in order to bring the war to an end and to force the Iranian regime to accept peace."

The Iraqis, it seems, still believe that they can induce the Americans into greater involvement in the region in order to finish off the conflict to their own satisfaction.

The Americans, while still smarting at their latest military humiliation in the Middle East, have nothing to gain by providing Iran with further proof of their ineffectiveness



President Reagan asking a question during a briefing on the state of the damaged frigate by General Robert Herres, vice-chairman of the Joint Chiefs of Staff. Mr Caspar Weinberger, the Defence Secretary, looks on.

in the region. After the taunts of the Iranian Prime Minister, Mr Hussein Moussavi, it was yesterday the turn of the Speaker of the Iranian Parliament, Hojatoleslam Ali Akbar Hashemi Rafsanjani, to claim that the whole affair was a conspiracy in which Saudi Arabia and the Americans themselves had deliberately arranged the attack on the Stark in order to provide an excuse to pin the blame on Iran.

In the event, he said, the Iraqi air strike on the American warship had been "a divine blessing" comparable with the fiasco of the American Delta Force mission to rescue the US hostages in Iran in 1980 — which ended when two US planes crashed into each other in the Iranian desert.

The death toll on the Stark is not only far greater than the eight American fatalities suffered in the failed 1980 rescue mission but now even exceeds the 34 dead on board the USS Liberty, the American naval intelligence ship attacked by Israeli jets and gubots during the 1967 Middle East war.

The Soviet tanker Marshal Chulikov, which was damaged by a mine near Kuwait, itself docked at Bahrain for repairs yesterday not far from the naval berth awaiting the Stark.

The American warship, which unhappily bears the name of Admiral R. Stark who was chief of American naval operations at the time of Pearl Harbour in 1941, was still suffering "rebuffs" of fire in its communications centre last night as the melting aluminium interiors set other materials alight.

Support grows at UN for a maritime peace force

From Zoriana Pysarivsky, New York

Proposals to create an international maritime peacekeeping force in the Gulf were gaining currency at the United Nations yesterday as the United States and the Soviet Union appeared to be moving inexorably towards deepening involvement in what has become the most dangerous body of water in the world for shipping.

At the same time diplomats were not ruling out the possibility that Iraqi jets, which were miles away from their usual area of operation when they fired at the USS Stark, were carrying out orders to strike at any vessels at will no matter what their origin.

Observers of the Gulf War have long been convinced that Iraqi attacks on shipping passing through the Gulf have been designed to provoke one side military intervention in the conflict.

While Baghdad has clearly intended to intimidate Iran, it is also believed to have resorted to such tactics in order to focus world attention on a war that, except for the occasional flare-up, has been largely ignored internationally with countries prepared to watch it simmer indefinitely.

Behind its two-fold strategy has been the realization that Iraq alone cannot force Iran to end the fighting. At best the war of attrition could continue indefinitely with mounting

political costs to the regime of President Hussein, at worst, Iran's heralded "final ground offensive" could succeed once set into motion.

Analysts also see Iran as attempting to raise the stakes in the war to escape domestic criticism over the elusive nature of a decisive victory. More

Paris — France said yesterday that the Iraqi attack on a US frigate highlighted the need to end the Gulf War but pledged to continue selling arms to Iraq, which hit the American ship with a French-made missile (Reuters reports). M Jean-Bernard Raoult, the Foreign Minister, said the attack would not alter French policy of selling arms to Iraq.

and more Iran is viewing Kuwait's attack as the Iraqi effort as one the impediments to victory requiring urgent attention. There is a growing belief that Tehran may gamble on provoking a confrontation with Kuwait where Iranian Silkwork missiles deployed on the Faw peninsula are within easy range.

The unprecedented foreign naval presence in the Gulf with the US and Moscow developing separate plans for providing protection to Kuwaiti vessels, has drawn criticism from Saudi Arabia and other Gulf states and sparked a renewed debate over the

possibility of launching a UN escort which, by its very nature, would be a less ominous presence than American and Soviet patrols in a state of alert.

Earlier this year several associations of ship owners asked the UN to set up such a force to protect freedom of navigations in the Gulf after attacks on shipping rose dramatically in 1986 from the previous year. Since 1984 more than 20 vessels have been hit and were either sunk or damaged, and this year alone 11 Kuwaiti tankers have been hit.

Meanwhile, the Iranian gunboat attack on a Soviet freighter travelling from Kuwait, coupled with damages suffered by a Soviet tanker when it hit a mine at the weekend, appears to have prompted Moscow to join the United States in supporting an arms embargo against Iran in the UN Security Council.

The plan, forged largely by Washington and facing stiff opposition from Britain, France and China, would give Iran a deadline for entering into a cease-fire and peace negotiations with Iraq before facing the prospect of an arms blockade and economic sanctions.

The initiative marks the first time anyone can remember that Washington and Moscow have embarked on a concerted effort in the Council.

Sarney fails in mandate move

From Mac Margolis
Rio de Janeiro

The Brazilian President's surprising declaration on Monday that he intended to stay in power for five years, calculated to cool the heated political debate over the duration of his mandate, appears to have had the opposite effect.

Senator José Sarney's 20-minute speech to a nationwide television audience has heightened the pitch of controversy in Brazil's embattled political scene.

The President's announcement that he is prepared to "give up one year of his mandate" was widely interpreted here as an attempt to pre-empt a move within Congress to reduce his term even more, to four years, and to change Brazil's strong presidential form of government to a parliamentary system.

Senator Sarney's term in office must still be formally defined by Congress, which is writing a new constitution. Key congressmen, led by the President of the Chamber of Deputies, Senator Ulysses Guimarães, said they supported a five-year mandate and direct presidential elections in 1989. However, an influential bloc of Congress, including leaders of Senator Sarney's own Brazilian Democratic Movement Party (PMDB), favour calling elections as early as next year.

The Brazilian Labour Party leader, Senator Leonel Brizola, called the President's speech arrogant and has called for direct elections within 90 days.

The controversy dates from early 1985 when Senator Sarney became President after the civilian president-elect, Senator Tancredo Neves, died.

Though Senator Neves and Senator Sarney had been selected by an electoral college for a six-year term, they promised to abolish that 21-year-old authoritarian system and to restore democracy through a brief transition government.

Shortly after Senator Neves died, Senator Sarney stated his preference for a four-year transition, and popular presidential elections in 1988. However, the initial success last year of a bold economic reform, the Cruzado plan, appeared to have whetted Senator Sarney's taste for government, and he began to set his sights on a longer, six-year term. When the Cruzado plan collapsed late last year, and inflation soared back to the high three digits, politicians began clamouring for his early departure.

Belgian riot police halt farmers' march to EEC

From Richard Owen, Brussels

Thousands of protesting European farmers, including a handful from Britain, marched through central Brussels yesterday to vent their "anger and frustration" over the fall in rural incomes, the "destruction" of the common agricultural policy (CAP) and the "ever increasing stream of controls, restrictions and red tape we face".

But massed riot police in vans and on horseback ensured that the demonstrators got no closer than half a mile to the Council of Ministers building where farm ministers are engaged in marathon talks on farm price cuts and the devaluation of the "green currencies" in which EEC farm trade is conducted.

There was confusion over the numbers involved, with some of the organizers quoting police estimates that 25,000 farmers had taken part. Others, however, put the figure at 12,000 to 13,000.

The farmers had to content themselves with throwing tomatoes at police and passers-by and letting off fire-

crackers at blocks of flats near the EEC headquarters, apparently under the mistaken impression that they housed EEC officials.

Banners carried slogans attacking Mr Frans Andriessen, the Agriculture Commissioner, for seeking to introduce further cuts in quotas and prices in an attempt to reduce the EEC's food surpluses.

Mr Hans Kjeldsen, the Danish head of Copa, the European farmers' organization, told cheering demonstrators that the reduction of both output and prices was destroying the market support mechanisms which lay at the very heart of the CAP. Farmers' incomes had fallen 25 per cent in the past decade, he said.

The Commission's latest price cut proposals, coming on top of cuts in the beef and dairy sectors, would mean a further dramatic fall in rural incomes, and direct income aid being offered as compensation was "totally insufficient", he added.

Le Carré dodges the 'glasnost' grilling

From Christopher Walker
Moscow

John le Carré, the maestro of the spy novel, yesterday was sitting in his anonymous room at Moscow's down-at-the heel Minsk Hotel, playing real-life truant from a scheduled meeting with members of the newly formed Union of Soviet Theatrical Workers.

After his first three days in the Soviet Union, the creator of George Smiley and bitter critic of the British defector Kim Philby, who remains a venerated Moscow resident, seemed bewildered by his red-carpet treatment as a guest of the Soviet Writers' Union.

"My reception has been so overwhelming and different than I expected that I have decided to take the afternoon off, to escape from some of the pressures to get me into the hot seat to pronounce on glasnost and other aspects of Soviet society," he said in an exclusive interview. "I have asked my hosts just to leave me alone for a while."

Like other hotel rooms used for Western guests, those in the Minsk are widely believed to be bugged by the KGB, which will be taking its own particular interest in Mr le Carré's views. Many interest in Mr le Carré's views. Many interest in Mr le Carré's views. Many interest in Mr le Carré's views.

particularly those featuring Karla, the fictional spy master.

"Everybody appears terribly chirpy and amused to see me. I find it all very touching," said Mr le Carré, whose presence here has surprised some Soviet intellectuals aware of the sensitivity of his favourite topics. Mr Mikhail Gorbachev's literary wife, Raisa, is widely thought to have encouraged the visit.

Since his arrival on Saturday, Mr le Carré — registered in room 1610 under his real name of David Cornwell — has proved as elusive as any of his characters, studiously avoiding contact with the scores of newsmen angling to follow him around some of Moscow's more sinister landmarks. He has even failed to contact his own half-brother, Rupert Cornwell, the correspondent of *The Independent*.

I finally tracked him down as he breakfasted in his hotel overlooking Gorky Street, unrecognized by the package tourists at nearby tables.

"Talking about spying to the Russians is very weird," he said after inviting me to share a cup of murky black coffee. "They know very little about any of the famous spy affairs because they have not had access to any information about them."

Soft spoken and remarkably shy, Mr le Carré has deliberately tried to keep discussion of espionage techniques to a

minimum during his hectic round of meetings with Soviet intellectuals. "I do not want to dwell too much on the nature of the material I write about," he explained tactfully.

He admitted to so far only catching a glimpse of the KGB's notorious headquarters at 2 Dzerzhinsky Square from the back of a tourist bus.

Mr le Carré reflected on the "amazing" changes in Soviet life that had enabled him to be a welcome guest in the capital. At his side was the blue reporter's notebook he is using to note his impressions, which he plans to write in the form of an article on his return.

He was apologetic about his elusiveness, explaining that he was attempting to avoid giving offence to his hosts, whose repeated requests to give off-the-cuff comments on Soviet society he had resisted. "It is too early and I am too humble," he told me. "They rate authors so much more highly than in the West that they keep asking for my opinion on everything."

Weighing up his first impressions for *The Times*, he said he felt there was a chance that Mr Gorbachev's reforms would succeed, but it was still too early to pass judgement. "In its own way it is a sign of real and not just surface progress that I am here at all."

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Trouble in the Pacific: Envoy to go • Allies at odds • Governor at helm • Bavadra freed

Canberra expels Libyans as division and unrest mount

From Tony Duboudin, Melbourne

Amid increasing unrest in the Pacific and against the background of the coup in Fiji, Australia yesterday ordered the closure of the Libyan People's Bureau in Canberra, accusing Libya of fomenting unrest in the region and subversion within Australia.

Mr Bob Hawke, the Prime Minister, said: "The activities of Libya can only lead to the greater likelihood of violence and subversion in the region."

Canberra sources late yesterday said security at Australian embassies around the world would be stepped up.

The expulsion comes only 10 days before the 13-member Pacific Forum is due to meet in Western Samoa. The forum is already beset with the

problem of how to handle Libyan involvement in Vanuatu, which has already caused the suspension of military co-operation between Australia and Vanuatu.

The severing of diplomatic ties comes in the wake of a visit to Libya by Mr Michael Mansell, an Aboriginal activist and barrister, to attend a conference of "Revolutionary Forces" sponsored by Colonel Gaddafi. Mr Mansell's air fare was paid for by Libya.

The trip sparked great controversy and last month led to Mr Mansell threatening to seek funding from Libya unless the Federal Government agreed to a number of Aboriginal demands, including the cancellation of Australia's bi-

centenary celebrations next year. Canberra responded by threatening to end funding to certain Aboriginal groups.

Yesterday's expulsion also shed some light on a May 1 mystery dawn rendezvous by Mr Bill Hayden, the Australian Foreign Minister, with Mr David Lange, the New Zealand Prime Minister, at a New Zealand Air Force base. Mr Hayden took a special RAAF aircraft across the Tasman and, at the time, speculation held that the men discussed the increasing involvement of Libya in the Pacific.

Speaking on television after the announcement of the expulsion, Mr Hawke specifically referred to Mr Mansell's trip and expressed consid-

erable concern over Libyan activities in the Pacific.

"I had reached a point with my colleagues where we had sufficient information to guarantee that these things (Libyan support or dissidence in the region) were happening and I'm not going to tolerate it any longer."

He said he took "very seriously" the visit to Libya by Mr Mansell. "It would not of itself be sufficient to precipitate this decision but it was part of a pattern of destabilization."

He said he would "not allow a situation where the existence of a bureau of Libya here is going to facilitate the sewing of dissension within Australia."



Lange refuses to endorse move against Tripoli

From Russell Hill, Wellington

New Zealand has pointedly refused to endorse the expulsion of Libyan diplomats from Australia, saying that the Tripoli envoys would retain their accreditation in Wellington.

The differences between the two Labour administrations

arose late yesterday afternoon after Mr Bob Hawke, the Australian Prime Minister, told Mr David Lange, his New Zealand counterpart, of the decision to order the immediate closure of the Libyan People's Bureau in Canberra and give Mr Shaban Gashut, its secretary, 10 days to leave. Mr Hawke said the decision

had been taken after careful consideration of Libya's "destabilizing role" in the South Pacific. Mr Lange, however, refused to go along with the move, saying Mr Gashut, who is cross-accredited to Wellington, would retain his diplomatic status here.

New Zealand has a sizeable Muslim population and is

clearly anxious not to disrupt its small but growing trade with Libya. Last year it sold \$NZ40 million (about £13.8 million) of goods, mostly dairy products, to the Libyans. More importantly, Iran, Libya's Islamic ally, is New Zealand's fifth largest export market and last year was worth \$445 million.

Four Fijian tribal chiefs from the outer islands walking through Suva yesterday on their way to a Council of Chiefs called by Colonel Rabuka's Army-backed rebel regime before the coup began to crumble. While the Council, an advisory but influential body, was meeting in the civic centre a mob of Fijians among a crowd of about 3,000 waiting outside turned on 10 journalists.

Harassment of the media had previously come from soldiers, but on this occasion the military came to the journalists' rescue, extracting them from a dangerous situation after they had been punched and shoved.

Day of drama as the coup in Fiji began to crumble

From Stephen Taylor, Suva

The collapse of the coup came after another day of dramatic turns in the crisis, which started when Ratu Sir Penaia Ganilau, the Governor-General, told Lieutenant-Colonel Rabuka, the coup leader, that he will not swear in the illegal regime's Council of Ministers.

Noon: Fiji Radio reports that Colonel Rabuka says he is prepared to die, and that he will not hold it against any soldier who wants to leave the Army.

2.00pm: A broadcast announces that Ratu Ganilau has refused to swear in the Council of Ministers.

5.30pm: Ratu Ganilau goes on the air to say he is assuming executive authority pending new elections.

5.30pm: The Council of Chiefs to which Ratu Ganilau has been explaining the situation, adjourns until today.

11.45pm: Dr Timoci Bavadra, the elected Prime Minister and his Cabinet and MPs are released from detention.

Chronology of events which led to the release of Dr Bavadra:

8.30am: Ratu Sir Penaia Ganilau, the Governor-General, tells Lieutenant-Colonel Rabuka, the coup leader, that he will not swear in the illegal regime's Council of Ministers.

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11.45pm: Dr Timoci Bavadra, the elected Prime Minister and his Cabinet and MPs are released from detention.

"He told the soldiers he would never hold it against them if they decided to withdraw from the Army because of the current situation."

The report went on: "He said if death was to be his fate, after this, he would accept it, because he would go with a clear conscience, leaving a country where peace had prevailed."

"He knew for a fact he could not remain with the Army after this."

About another hour later came Ratu Ganilau's broadcast - another chink of light in this developing picture.

"I met with Lieutenant-Colonel Rabuka this morning at 8.30 am and explained to him that it was constitutionally impossible to swear in the Council of Ministers in view of the illegality of the military government."

"I have obtained the advice of the Chief Justice on the legal options open, and decided that to bring the present crisis to the speediest possible conclusion, I should dissolve Parliament and set in train the necessary procedure for fresh elections."

"I propose to appoint a council of advisors to assist me until a general election is held."

"I have taken this step because I have become convinced that I am unable to restore the present Parliament."



Dr Bavadra: released with his Cabinet from detention.

Whisky bottle brings hijacking to swift end

Wellington - A hijacking at Nadi Airport in Fiji ended yesterday when a crew member of the Air New Zealand 747 jet hit the hijacker on the head with a bottle of whisky (Russell Hill writes).

Ahmed Ali, aged 37, had seized the aircraft, which was on its way from Tokyo to Auckland, demanding that he be flown to Libya and that the members of the Fiji Government deposed by last week's coup be freed from detention. The hijacker, carrying a

parcel of dynamite, had ordered the captain and two other crew members to remain on board while the jet was refuelled, though he allowed the 105 passengers to disembark.

Six hours after the drama began the captain and first officer distracted the hijacker, giving the flight engineer, Graeme Walsh, the opportunity to hit him with a bottle. Ali, a long-serving member of the Nadi ground staff, was taken into custody.

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President Botha's 'road ahead'

South Africa rules out the dismantling of apartheid cornerstones

From Michael Hornsby, Cape Town

South Africa's two remaining cornerstones of apartheid, the Group Areas Act and the Race Registration Act, will remain in force indefinitely, the Government announced yesterday, while the statutory recognition of ethnic groups must form the basis of any future constitution.

This emerged both from President Botha's address re-opening Parliament after his ruling National Party's (NP) victory in the white general election, and from a gloss on his speech offered to journalists by the Deputy Minister of Information, Dr Stoffel van der Merwe.

Dr van der Merwe said there were no more reform measures which the Government could undertake on its own. Any further changes would have to be negotiated with black leaders, and it was up to them to come forward.

"I don't think there is any agenda for reform. The only agenda for reform is to get round the table. When we have our points of view, we have our points of departure... but we don't expect anyone to accept these before they join us round the table," Dr van der Merwe said.

President Botha told a joint sitting of the white, mixed-race coloured and Indian chambers of Parliament that he intended to use his powers under the constitution to become personally "more directly involved in negotiations with black leaders".

The title of Mr Botha's address to Parliament was "The Road Ahead", but after

was leading seemed to most observers here to be still as much shrouded in winter mist and cloud as Table Mountain.

There was much vague and menacing language in the speech about "groups and individuals" who were trying to subvert the constitutional order, and warnings to the press and the universities. But rumours that he would announce new measures against the press proved unfounded.

Mr Botha also said that "no

Britain yesterday issued a strong protest over Pretoria's decision to expel the ITN and BBC correspondents from South Africa (Andrew McEwen writes). The South African Ambassador, Mr Rae Killean, was summoned to the Foreign Office by Sir Patrick Wright, head of the Diplomatic Service, and told that the decision was bound to have a seriously damaging impact on British opinion.

he had finished delivering it the direction in which the road self-respecting country" could tolerate political groups which did not "recognize and accept the lawful and constitutional institutions and processes in South Africa" and which used violence.

Nor could the Government allow the activities of such groups "to be encouraged and/or financed by sources outside the country or by their agents here". Mr Botha did not say which groups he had in mind, nor when any action to cut off their foreign funding might be expected.

Last year, the Government

prohibited the United Democratic Front (UDF), a multi-racial coalition of anti-apartheid groups, from receiving foreign funds. The UDF successfully challenged the validity of the Government's action in the Supreme Court. The outcome of the State's appeal against this judgement is still awaited.

"On group rights, President Botha said it was "not possible to talk about the protection of minority groups and the prevention of domination unless groups enjoy statutory recognition and the relationship among them is regulated constitutionally".

As explained by Dr van der Merwe, this means that the Group Areas Act, which enforces the segregation of residential neighbourhoods, schools and hospitals, and the Population Registration Act, which classifies people by race at birth, can only be modified, if at all, as part of a final constitutional deal negotiated with black leaders which provides protection for whites.

This would appear to pose an almost insuperable obstacle to serious negotiation since all credible black leaders insist that such laws must be abolished before negotiations can be considered.

Dr van der Merwe also said that the Government was not prepared to talk to "self-appointed leaders" who had not "proved their support through some sort of democratic process", thereby apparently ruling out anyone not elected by bodies approved by the Government.

Letters, page 15

Soweto police cut power supplies

From Ray Kennedy, Johannesburg

Electricity supplies to scores of homes in Soweto have been cut off in tough action launched by the township's black council to break an 11-month-old rent boycott.

Residents of the Orlando East district said council police switched off the power at sub-stations and distributed leaflets saying why it was being done.

The leaflets also warned that people who re-connected their power supplies without paying their bills would be prosecuted.

Mrs Winnie Mandela, the wife of the imprisoned ANC leader Mr Nelson Mandela, is one of Soweto's prominent blacks who have been warned by the council that she will be evicted unless she pays her

rent and electricity bills.

She claims she has not paid rent for 10 years but her electricity supply, disconnected two weeks ago, has been switched on again by what she called "professional electricians".

The Star newspaper in Johannesburg urged the authorities not to take hasty action.

Sight-seeing and elegance on Peking visit



Viscountess Linley, above left, getting Peking's Forbidden City in focus yesterday while Lady Sarah Armstrong-Jones brings some low-cut elegance to a state banquet in honour of her mother, Princess Margaret, who is on a nine-day

official visit to China. Princess Margaret told the Chinese Prime Minister, Mr Li Peng, that the excellence of Chinese-British relations owes a great deal to the 1985 agreement between the two countries on the handover of Hong

Kong to China (AP reports from Peking). Meanwhile, China has launched a competition to choose a new flag and emblem for Hong Kong, due to be handed over in 1997, the New China News Agency said.

Chirac counters critics of the far right

From Diana Geddes, Paris

M. Jacques Chirac, the French Prime Minister, sought yesterday to bring to an end the damaging row within the Government's own ranks over how to confront the rising threat from the extreme-right National Front.

He told ministers that the traditional right should "ban all attitudes of exclusion or rejection" of the far right.

M. Chirac was clearly implying that not even the National Front should be ruled out of court.

His statement constituted a clear disavowal of the widely-publicized comments of his Trade Minister, M. Michel Noir, who yesterday reaffirmed his conviction that it would be better to risk losing the forthcoming presidential elections rather than to make any compromise with the National Front's "hateful" extremist positions on such matters as immigration and Aids.

M. Noir sparked off a furious debate among Govern-

ment supporters when he first aired his views on the National Front in a front-page article in *Le Monde*.

Several young ministers from his own Gaullist RPR party and also the centre-right UDF sprang to support his remarks, but some of the older Gaullists criticized him for adopting a position which they feared would lose the right precious votes on the crucial second round of the presidential elections.

M. Charles Pasqua, the Gaullist Interior Minister, commented that a minister's role was to look after his own ministry, implying that for the rest he should learn to keep his mouth shut, while M. Claude Labbé, a leading RPR backbencher, pointed out that the RPR and the National Front had many ideas in common in areas like law and order and immigration.

As M. Lionel Jospin, the First Secretary of the Socialist Party, delightedly pointed out,

the right clearly did not know what line to take on the National Front. "There are those who think that they cannot win without the National Front, and those who feel they will not be able to win with it," he remarked.

The ambiguity of the right's attitude had been increasingly clear ever since M. Jean-Marie Le Pen, the National Front's flamboyant leader, had formally announced at the end of April his candidacy for the presidential elections.

The latest polls indicate that far from losing support, as was expected, since winning nearly 10 per cent of the vote in the general election 14 months ago, the National Front has actually consolidated its position in the country. M. Le Pen is now credited with a personal popularity rating of 17 per cent, while 24 per cent sympathize with his views.

If, as now seems possible, M. Le Pen scores 10 per cent on the first round of the presiden-

tial elections, that would leave some 40 per cent of the vote to be divided between the two other leading right-wing contenders, M. Chirac and M. Raymond Barre, while the main left-wing candidate may get 45 per cent.

M. Chirac has admitted in private that the gap thus created between the left and right front-runners would be difficult to close when it came to the second round.

One of his first moves was to revive the French nationality reform Bill, which was withdrawn earlier this year after causing a storm of protest from immigrants' associations, civil rights groups and the Roman Catholic Church. Many right-wing moderates were also deeply unhappy about the Bill's provisions.

M. Pasqua has also apparently been given the go-ahead to voice his own noted hard-right views.

Escape to West on a hang glider

Munich (Reuters) — A Czechoslovak Air Force fighter jets as he fled across the border to West Germany in a motorized hang glider he built himself, Bavarian border police said.

The man, aged 39, took off from Domazlice in Czechoslovakia and landed an hour later in a field 30 miles inside West Germany.

Police said the man, who sought political asylum, had kept his glider as low to the ground as possible to evade radar detection. The jets turned back at the border.

UN food aid

Rome (Reuters) — The UN Food and Agriculture Organization has approved nearly £4 million food aid for refugees and drought victims in Africa and Asia and cyclone victims in Fiji.

25 drowned

Dhaka — At least 25 people drowned when a ferry carrying 45 pilgrims was swept off course by a tornado and hit a river bank in northern Bangladesh, the *Duttag* newspaper reported.

Tea strikers

Colombo (Reuters) — About 150,000 tea workers in central Sri Lanka went on strike to protest against the shooting of a colleague by police, union officials said.

Space ferry

Moscow (Reuters) — A Progress cargo spacecraft has been launched to ferry supplies to cosmonauts on the Soviet Union's Mir orbiting station.

Children die

Hong Kong (AFP) — A Chinese court has jailed three men for negligence after a toilet building collapsed and 28 children died in a cesspit.

Rapist hangs

Seoul (Reuters) — A man who raped and killed three primary school girls was among five killers hanged here.

Grass roots

Hobart (Reuters) — Researchers in Australia say they have developed a roadside breath tester for detecting the use of marijuana.

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But this time, no smokescreen. The grey area you can read for yourself. (And that has to be a healthy development.)

OBJECTIVES

In 1983, a team of top dental researchers began their mission. They knew Mentadent P's combination of Citraden and Fluoride was unique, but could it fight tartar, plaque, and tooth-decay?

Other toothpastes have tackled these adversaries separately. Some even claimed success against two at once.

Only Mentadent P had been designed to fight all three.

But could the team prove it?

METHODS

They chose Denmark. Three thousand children were chosen from the banks of the Østerfælled Canal to take part in tests that were to last three whole years.

Under the close scrutiny of an independent authority and according to the recommendations of the Federation Dentaire Internationale the trials began.

After a preliminary dental examination the 3000 participants were apportioned to six groups. Three using ordinary toothpastes (each with different concentrations of Fluoride), and the other three, the same compounds but with 0.5% Zinc Citrate (Citraden) added.

They used the compounds not in the laboratory, but every day in their own homes.

One could wish for a more comprehensive trial. And sure enough, three years later the proof was conclusive.

RESULTS

1. Plaque. The children's teeth had approximately 30% less plaque growing back after brushing with the Citraden toothpaste than with the ordinary compounds. A good result. Plaque is the main cause of gum disease.

2. Tooth decay. Fluoride has already proved in previous tests to strengthen enamel against decay, and even to rebuild the early stages of tooth decay by a process of re-mineralization.

But as Mentadent P contains Fluoride as well as Citraden, it's worth just reminding that our results have proved it again.

3. Tartar. It was found that tartar (the calcification of plaque) was significantly reduced on the teeth of the Citraden groups, compared to the non-Citraden groups.

What does this mean? Simply that Mentadent P with Citraden slows down the regrowth of plaque, fights tartar, and allows the Fluoride to continue fighting tooth-decay.

SOME SURPRISES

During these other interesting things were discovered. It was found that the more frequently you brush your teeth, the lower the prevalence of tartar.

This is hardly surprising in itself, we know.

But it was a good idea the degree of improvement was not as great as that between using a Citraden and a non-Citraden toothpaste.

And what this boils down to is that brushing with Mentadent P is more effective against tartar than two brushings with the non-Citraden toothpaste.

One final thing has emerged.

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CONCLUSION

Mentadent P with both Citraden and Fluoride is the only toothpaste clinically proven to fight all three plaque, tartar, and tooth-decay.



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Inside a monster's mind

Klaus Barbie's reaffirmation of his faith in Nazism shocked the court. Tom Bower on how loyalty to the Fuhrer came to supersede all other emotions

Somewhere in Bolivia, among the packed personal belongings of Klaus Barbie, are two long-play records which the former Gestapo captain had purchased years earlier by mail order from Vienna. Quite often, after a day's work in La Paz, gripped by nostalgia or loneliness, the fugitive would sit down to reassure himself about his loyalties and life's mission. Turning on the hi-fi and gazing at a faded photograph on the wall, Barbie would listen to his Fuhrer, Adolf Hitler, delivering a series of explosive tirades. Like a shot of heroin, he was transformed. The reason was simple: Barbie like most SS officers, had never forsaken his oath of loyalty.

In 1979, Barbie confessed to Karl Wolf, a former SS General who was visiting Bolivia: "I swore an oath of allegiance to the Fuhrer in September 1935 and I have remained truly faithful." Wolf, who was Heinrich Himmler's closest aide, was surprised. At that time the most senior SS officer still alive, he prided himself that former members of the SS still served ideals of National Socialism despite the collapse of the Third Reich. In his life and his death, Adolf Hitler had given his black shirted vanguard both eternal justification and excuse for their criminality. "Nazi ideology was so successful," Wolf explained shortly before his death in 1983, "because it carried so much conviction."

Yet for Wolf, Barbie was an irrelevant minion — one of the tens of thousands who were ideologically brainwashed on an uncompromising diet of Aryan elitism and trained to unquestioningly impose their doctrines with calculated harshness. "Eine kleine Märschen" — a small sausage — was Wolf's description of Barbie.

Wolf would not have been surprised by the gasps of astonishment which greeted Barbie's brief courtroom reaffirmation in Lyons about his faith in Nazism. For all old Nazis, the French reaction proved that an unbridgeable chasm of understanding still persists between the servants and the victims of the Third Reich. But how and why those thousands of Barbies became monsters capable of masterminding wholesale murder throughout occupied Europe has never been properly explained.

What has so surprised the few psychologists who have tried to penetrate Nazi minds since the war is absence of any sense of grief or of a troubled mind. Israeli psychologists were shocked to discover that even Adolf Eichmann, who had planned the murder of six million Jews, had during the 20 years after the war, lived without any apparent psychic impairment. "My attitude," Eichmann told his Israeli interro-



The Fuhrer's men: (clockwise, from top left) Gustav Wagner, concentration camp commandant, Adolf Eichmann, Klaus Barbie and SS General Karl Wolf

gator Captain Avner Less. "was that I should loyally obey my oath." Ever since Germany's defeat, war crimes prosecutors have denied the Nazi excuse: "Fuhrer Befehl" — the Fuhrer's order. Yet in many SS officers' minds every act was performed in Fuhrer's name and therefore, even today, is not a crime.

During the war Eichmann had exercised enormous power. In Argentina he had been a mere production line worker. To resolve the puzzle, some suggested that only the lower classes were attracted to serve as Nazi mass murderers. Yet analysis of the SS ranks shows that university graduates as well as delinquents had pledged their loyalty — proof that there was a wide range of intellects between the sadists in the concentration camps and the torturers in the cities. What unified them was their unbelievable indifference to (and even enjoyment in) human suffering.

The first attempt, albeit controversial, to establish the existence of a sense of guilt was made by Gustav Gilbert, an American psychologist allowed to analyse the 21 defendants at the Nuremberg trial. Through his daily contact, Gilbert discovered that with few exceptions all of Hitler's lieutenants scornfully disclaimed any responsibility for any crimes and genuinely felt any blame was another's to bear. Ernst Kaltenbrunner, Himmler's deputy, was typical when, on hearing the indictment, he replied, "I have only done my duty." Forty years later, Barbie echoed the statement.

One of the few medical studies was undertaken by Dr Alexander Mitscherlich, a Freudian psychoanalyst who lived in Frankfurt. His research, *Inability to Mourn*, published in 1967, was, on his own admission, limited by the astonishing paucity in the number of former

Nazis who even reported mental breakdowns requiring clinical treatment. Only a handful of the 4,000 patients at West Germany's leading psychosomatic clinic in Heidelberg had symptoms which were connected to the Nazi period.

After a series of personal encounters with the few former SS officers who did require help, Mitscherlich arrived at some remarkable conclusions. The Germans, he discovered were not mourning for their victims, but for themselves. The loss of Hitler was their personal tragedy which had to be overcome. The majority suffered no "signs of an inner crisis", but only expressed the need to "de-realize" the past.

Today it is difficult to appreciate that Himmler did not recruit tens of thousands of SS and Gestapo officers by simply tapping a vast reserve of established criminals, pervers and hoodlums. On the contrary, the cadres of sadists epitomized by Barbie, Adolf Eichmann and Josef Mengele were created with Teutonic precision only after methodical screening and training. Entry into the elite was carefully controlled by those who had spent more than a decade dispatching their private armies to fight against their political enemies.

The vocabulary of repression in Himmler's speeches stressed the "legal and natural justification" required for the SS officer's "hardness" in his crusade against the weak. Those entering the citadel all possessed the required personality and character defects but could only emerge when they had been perfectly moulded to blindly serve the oath of loyalty to Hitler.

'I swore an oath of allegiance to the Fuhrer in September 1935 and I have remained truly faithful'

Gustav Wagner, the Austrian-born deputy commandant of the Sobibor extermination camp in Poland, where 250,000 people were gassed within 15 months, was typical in his inability to mourn when I interviewed him in Brazil in 1979. The most he conceded while in hospital was that "there was nothing I could do." His justification was simple: "We were under oath involved in top-secret Reich work."

Every day Wagner watched as train loads of people arrived to be murdered and cremated before the next load arrived. There are gruesome eyewitness accounts about Wagner by the few survivors who escaped from the camp. Esther Raab describes how Wagner prowled restlessly around the camp: "We knew he needed blood. He couldn't eat his lunch if he didn't kill."

Wagner's very gradual route to Sobibor is crucial to the understanding about the present mind of the Nazi monsters. Supported by his father, Wagner joined the then illegal Nazi Party in Austria in 1931 and the Brown Shirts in 1934. It was only six years later, after careful observation, that he was offered his first opportunity for participating in genocide. Schloss Hartheim, a pretty castle near Linz, was one of six pseudo-hospitals which were schools for murderers. The mentally sick were secretly gassed and their relatives later informed by the

had to kill somebody. Like an alcoholic needs a drink, he needed blood." Daily, Wagner murdered with his own hands a few inmates for his personal satisfaction: "He couldn't eat his lunch if he didn't kill."

Over the following five years, as a police officer in Germany, Barbie hunted the minorities with hatred and violence — the perfect school for his duties in Lyons. Hence, the brazen attempt by French prosecutors to crush Barbie and extract a weeping confession was doomed to failure. Bewildering though it is for his French victims, Barbie is also convinced that he too is an innocent victim — of victim's vengeance. By walking out of the courtroom he has robbed the world of a final opportunity to understand those who so obediently and willingly served their Fuhrer and Fatherland. It may, however, serve to remind those who presently urge the ignorant to "Forgive and Forget" that their intended beneficiaries have neither forgiven or nor forgotten.

Tuning up the old network

Michael Green, the new broom at Radio Four, may be losing the old stagers but is sweeping in fresh voices to boost ratings

The boyish and breezy Brian Johnston, now revealed to be a starting 75, records his 733rd and last *Down Your Way* today and is doing it down his own way at Lord's — although he will be back there in the cricket commentary box the day afterwards.

Sir Robin Day, planning to have a long media break after the elections, has no plans to return as presenter of *The World At One*. When *Start The Week* returns after June 11, it will no longer have Richard Baker gently reproving its unruly guests as he has done for 17 years. And John Timpson has announced that he has had enough of the travelling from his Norfolk hideaway to chair *Any Questions?* any more after July.

One by one the old familiar voices are dying away. Radio Four's old order changed: could it also reflect the fact that its old audience slippeth and there is a hatchet, or at least a pruning knife, at work in the hands of the new Controller, Michael Green?

Green, a new broom from the BBC's Manchester office, who arrived last July in the shake-up that made Brian Wenham overlord of radio, says that it is fortuitous that so many distinguished broadcasters are unclipping their microphones altogether. "Of course they'll be missed," he says without sounding unduly lugubrious. His policy of "refreshing the network" means bringing in a generation of younger voices and personalities — "probably people in their forties," he adds reassuringly.

Radio Four fortifies the over forties, it is said and Green does not aim to change its basic appeal, only to extend the audience's age group downwards, if he can, to include more listeners of 25-35.

He is still coy about the intended replacements for Day and the others, but a look at his recent changes demonstrates the increasing interchangeability of television and radio. He turned Nick Ross across from *Breakfast Time* to personalize the Tuesday morning phone-in (now renamed *Call Nick Ross*). He wooed John Humphrys from the *Nine O'Clock News* to *Today*.

Radio Four's news-oriented programmes are largely staffed nowadays by people equally at home on television — Brian Widdlake, Peter Hobday and Jenni Murray are examples. Michael Charlton has come across to radio. Ned Sherrin puts the edge on the young reporters of *Loose Change*, which has just won two awards.

Humphrys says: "I am profoundly irritated by people who say to me, 'fancy going from TV to radio — as if radio were still the poor relation of TV. On *Today* you are doing live journalism at its liveliest to a large, well-informed audience which has no equivalent in TV. Maybe the barrier between the two mediums is breaking down as it should."

It is an ill-kept secret that Sue Lawley was wanted as the next *Any Questions?* presenter — her TV contract did not allow her enough time — but there are plans in view to

bring in more guest presenters. *Start The Week* is coming back initially with a different presenter every week, joining with Noel Edmonds, another TV name which Radio Four has an eye on.

The *Down Your Way* format, which dates back to 1946, is not sacrosanct and there may in future be more than one presenter and of the ritual endurance every interviewee's choice of the same few hoary recs.

Radio Four's audience has long had a tendency to decline as more stations continually open. By it still pulls in 8 million listeners a week, four million on any one day. Time honoured structure: *Morning Story*, *Woman's Hour*, *The Afternoon Play*, *A Book At Bedtime* with almost incessant *Archers* does not leave much elbowroom for change, especially the peak hours of listening.

"I've been flung the stones, seeing what was underneath and what most of them back," says Green. "It is a network that resists massive change. So Alastair Cooke will soon deliver his 2,000th *Letter From America* and as many me of them as he cares to hummer."

Desert Island Discs has survived the change from Roy Plomley's cream-sherry



Old guard Brian Johnston, still not at 75 years old

voice to the more brazen Parkinson approach. But even the *Archers* has been evolving. The average age of the characters has risen and the audience figure (4 million) has risen by a modest 300,000. "Many many people in their late twenties listen to the *Archers*," Green says.

Hence his plan next winter for a new twice-weekly serial — still unnamed and uncast — which will follow the fortunes of five young people from different parts of the country sharing a house in south London, with plenty of visits home to keep their parents in the picture.

"The trick is to find a way of appealing to people in the 25-35 age group without alienating the older audience for whom Radio Four is an essential companion," says Green. "They are a very committed audience. When I took over as Controller, one of the listeners wrote to remind me: 'You are simply the temporary custodian of our network.'"

Peter Lewis

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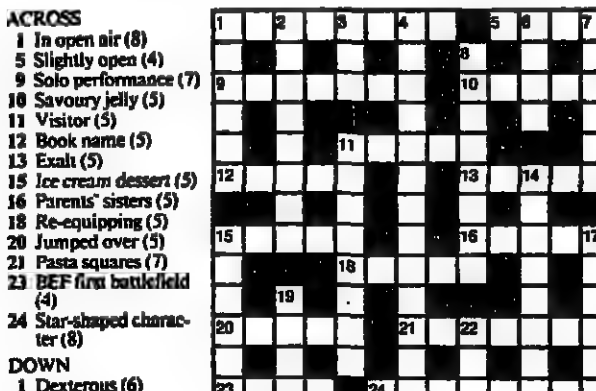
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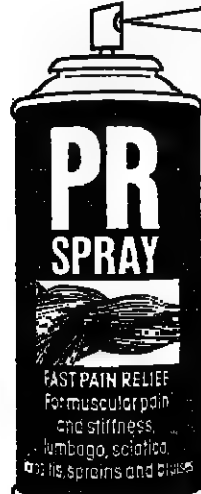
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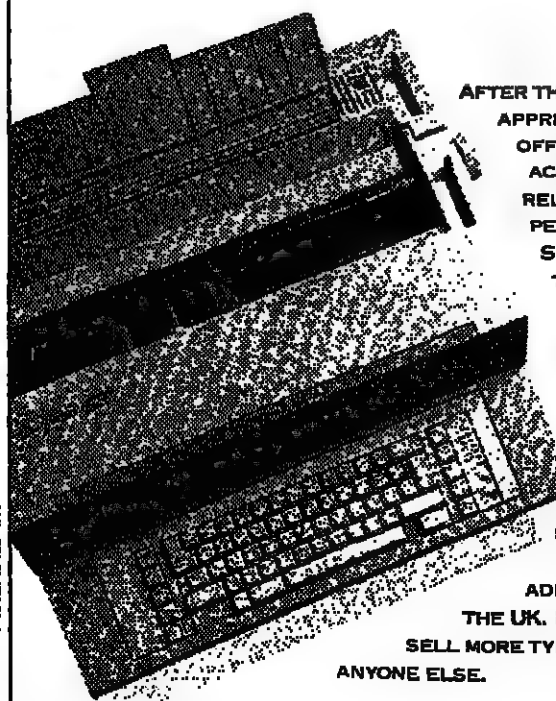
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WEDNESDAY PAGE



Home-loving city sophisticates: from left, Cecilia Thompson, 15, Emily Irvin, 16, Josephine Berry, 15, and Alice Roff, 12, all London day school girls

City school slickers

Emily Irvin is almost 16 and beautiful. Even with laddered thighs (held together by safety pins) and men's black shoes (the dernier cri in schoolgirl circles), she looks ravishing.

Emily has a younger brother away at boarding school but she goes to Putney High, an independent day school, 15 minutes' walk away. With hindsight, her mother fervently wishes she had packed Emily off to boarding school too. "But I couldn't let my adorable daughter go at 11."

"At 13, however, having her at a day school was not such an adorable idea as I thought. I went in search of weekly boarding schools and found them very unsatisfactory. When she was 14, I was wildly writing to the top academic boarding schools — Caine, Wycombe, Down House; they all said no, because it was in the middle of the O level course, and I was strongly advised against moving her."

"She was already at a highly academic day school — she could, admittedly, easily have moved to a goodish, less-academic school, but it turned out that Emily was cleverer than we thought, and so that seemed like a false move."

"Now it's sheer hell — she's a night little raver at 15. I'm going to turn curfew when she's 16 to see she gets into a good boys' school with girls in the sixth."

Sophie Irvin is a photographer, her husband John a film director (*Tinker Tailor Soldier Spy*, *Turtle Diary*). With nine O levels coming up Emily is working extremely hard. But friendships, going out and fashion also mean a lot. She has recently been asked to model (only during the holidays), small wonder the seclusion of boarding school has long lost its appeal.

Her mother's main area of complaint is the hours that Emily and her friends keep at weekends. "I gated her recently because of a 4am return: if she's not on time, then she's not going out this weekend."

"But some of the places we go to don't start until 11.30, and if I've got to be back by midnight, then there's no point in going," Emily argues, on what is clearly a much-discussed point. Sophie Irvin finds the attitude of other parents "staggering. They don't seem to mind what time their

Don't put your daughter into a London day school? Sarah Drummond talks to four mothers who did, to discover if teenage girls fare better at home or away from the distractions of city life

children get home, or where they stay the night."

She is worried that the distractions of London — a good club or party on a Saturday night — mean pupils focus less on school work, and are less interested in the school curriculum than pupils at boarding schools. Despite Emily's observation that girls from boarding schools tend to drink and flirt too much, partly, as she sees it, to make up for lost time, her mother now feels that the ideal would be for girls to board between 13 and 15, and then go on to a sixth-form college in London. But she is also convinced that by 17, 18 or 19 Emily and her day-school peers will "know everyone, be worldly-wise — and probably be far more likely to get a job than their country sisters."

Jacky and Julian Thompson's three daughters have all switched schools at various stages. Between them they have converted Rosenden, Francis Holland in Clarence Gate, St Mary's Caine, Stowe and Westminster, as well as Bedales and St Paul's.

Cecilia, their youngest, who is now aged 15, switched to St Paul's Girls' School from Bedales two years ago. She is gentle, diffident, private and highly articulate. Her father is chairman of Sotheby's UK and her mother teaches sixth-form English literature and general studies, but irregularly.

Has there been much conflict, with so many different sports days, half terms, clothes markings, and exerts to cope with? Mother and daughter laugh and exchange meaningful looks. "I'm a rotten mother, never good at turning up to things; my children usually went back on the train... The real problem would be when a child needed rather a lot of tender loving care going to a school for the first time, and one should be talking to the house-mistress — and I was always teaching."

Cecilia remembers Bedales as "being told what time to go to bed, having to put out the lights at a certain time". She slotted happily into day-school life, making friends and finding the work challenging.

"Ma has never produced any rules or curfews or minded about who we see or don't see," says Cecilia, aware that many parents do. Her mother says: "I think a lot of children go through a wild stage at 14 or 15; if there's a lot of conflict, that is the best moment to be away from home." Because she enjoys parties and talking late into the night she is prepared to keep more or less open house for her children and their friends. Her most serious worry, she says, is not over drugs or boys, but over Cecilia cycling to school.

Twelve-year-old Alice Roff travels with her best friend to her day school by Underground from Liverpool Street, a five-minute walk from her home in Spitalfields, east London. From Oxford Circus they walk to Queen's College in Harley Street. She loathes the tube journey and has been "flushed at" several times. "Poor Alice was in a terrible state about it," says her mother, Vickie Cruickshank. "I suppose if I was really worried, I would take and fetch her." With another child, five-year-old Isabelle, time is in short supply.

The family live in an elegant Georgian terrace house, impeccably restored. Alice's stepfather is Dan Cruickshank, an editor of *Architectural Journal*. "What I'd really like," she says wistfully, "would be to live in the country — I hate London — and have a horse and go to a day school: I like being at home."

Her elder sister, Ananda, is 14 and this term started boarding at St Felix in Suffolk. She had been at Francis Holland in Clarence Gate, where she apparently got away with doing almost no work at all, but had a great deal of fun.

Vickie Cruickshank takes the view, shared by many, that because London

day schools are so over-subscribed they tend to become arrogant and appear not to be bothered when pupils get behind with their work. Initially she had no intention of sending her daughters to be privately educated (although she herself was), and least of all to boarding school. "I must say it was a shock leaving Ananda in Suffolk. Of course, it takes time to settle in. She says she really does enjoy the teaching, but she also says she is very homesick."

Josephine Berry, who is just 15, believes that boarders have more freedom. "At home, you're under constant surveillance. It's easier to break rules at boarding school, because you can get away with things." Josephine lives just off the Fulham Road and attends Godolphin and Latymer School as a day pupil. Her mother, Lady Rumbold, who works as a fashion agent and PR, takes and collects her. "My friends think I'm crazy," says Holly Rumbold, "but I'd recommend it to anyone."

Josephine spends alternate weekends at the Rumbolds' Whitehorse home and in London with her father, Julian Berry, and his family. During the week, at Godolphin, "we work pretty hard all day, so there's not too much homework."

There are some strict rules: no boys in the bedroom, no helping themselves to drinks, Josephine must tell her mother when she is inviting friends home, and if she is going out in the evening (never during the school week), then she must be home at a designated time. Josephine is not into "sleazy" clubs but enjoys parties and pubs. If she comes home late a boy must see her home (another house rule).

Holly Rumbold went to day school in New York and felt that it was right for Josephine's personality, though she felt it was equally necessary for her son to go away to school. She is well aware London is full of temptations and worries about everything — men, drink, cigarettes, drugs (Josephine was offered drugs at 11, "and she told me all about it"). She feels the secret is to keep a balance between freedom and guidance — "it's so important to keep communications open."

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Diplomatic affairs

There's this self-torturing little game I play, rather like imagining one's own funeral, which involves putting myself in the shoes of one of those hapless women whose high-profile husbands stand accused, rightly or wrongly, of extramarital affairs. What must it be like to stand by and watch as the person you know best in all the world defends himself before the media?

Leaving aside the question of why adultery should still be grounds for so much self-righteous sound and fury, it's the man's reaction that fascinates me. For that reaction must reflect in large measure on the wife, who traditionally stands in stoical attendance, maintaining a supportive posture and a bloodless smile, sharing top billing but with scarcely any lines.

I realize, of course, that the response is to some extent dictated by circumstance.

Is a husband's public reaction to an accusation of adultery more important than his guilt or innocence?

Oddly enough, it occurred to me that Sir Ralph Halpern, in admitting his affair, came off rather better than those who have never had one. His approach when the teddy-clad lovely came out of the woodwork struck the right note — one of effortless superiority and amused unconcern. The "who cares what she said as long as she said I was good" line, while it may be open to accusations of coddling, at least pays the public the compliment of treating them as worldly adults.

Because for better or worse we take people at the value they place upon themselves. So to resign immediately suggests guilt even when there is innocence; to wax thunderously angry raises the communal temperature; to cast oneself on the general mercy turns the public into a hanging judge.

So what is it I should require of my unhappy husband, were I that tensely smiling wife on the front page of the *Daily Mirror*?

Well, three things. First,

Gary Hart: "I am what I am, take it or leave it"

that he save the day professionally speaking. Second, that he make everyone, both out front and behind the speaker's chair, relax and feel comfortable again. Third, that he show his marriage, not as some kind of well-cared-for acquisition like a decent motor car ("without a good, rock solid marriage, I couldn't cope

with the stress I encounter in my job"), but as a real, living and successful part of himself. He should imply by his (very few) well-chosen words, and by his amiable and direct manner, that even if he were to do such a thing it would in no way change or diminish him either as a person or as the executor of his responsibilities.

Assuming I should have a pretty shrewd idea of the truth anyway, the last thing I'd want to hear would be a ponderous panegyric on my sterling qualities as a wife and mother. No, no, I should want to be seen, through the light in his eyes

Jeffrey Archer: Resigned... for the sake of the party

and the spring in his step, as the natural partner for a man with an eye for female attractiveness, but possessing the crucial advantages of brains and discernment.

For all this is a double act in which the husband is simply the front man. No matter what is said, it is the precise flavour of the partnership which is being sampled, and upon which the man's ability to perform well in other fields is being judged.

In the case of an erring husband, his best shot is to make himself and his wife look like a couple to whom an extramarital affair does not spell nemesis, who would overcome such a hiccup stylishly if it occurred, and who in any event have better things to do with their time than worry about it. In other words, what he must convey is that quality prized by many a beauty queen — a shared sense of humour.

Then and only then can husband and wife leave the public stage with their heads high and laughter on their lips.

And when the door of the marital home has closed behind them, she can scrag him.

Sarah Harrison

© Times Newspapers Ltd 1987

The home office

Many women who decide to work from home find that they have swapped executive stress for new worries — like creating a satisfying "portfolio" of paid activities, learning to say "no" to too much work, and convincing others that being at home does not mean being constantly available.

Chris Oliver's own insight into home working — she was forced to give up office life due to a heart condition — encouraged her to start a bi-monthly newsletter called *Homebase* to unravel some of the problems of working from home. Members (who will shortly have their own directory, to enable direct contact) include freelance illustrators,

computer programmers and management consultants; a subscription is available for £12 a year from 56 London Road, Milborne Port, Sherborne, Dorset DT9 5DW (0963 250764).

Quote me...



"You will never make money honestly in politics — never. Honest politicians have an overdraft." Edwina Currie

BRIEFLY
A round-up of news, views and information

Wrinkle less

Boffins behind the breakthrough in anti-ageing creams, announced this week, declare that it will take up to five years of clinical trials before we can get our hands on the miracle treatments. Meanwhile, three existing wrinkle treatments, which devotees find to have a tangible effect on time's relentless march, are Christian Dior's Capture gel treatment (£39), Lancôme's Niosome (£13.50 and £19.50), and a twice-weekly mask from Estée Lauder, Triple Skin Re-hy-

drated (£16), all of which harness liposomes (this year's beauty catch-phrase) to target moisture treatments. Estée Lauder are also planning a British launch for a product called Eye Zone Repair Gel; reports from New York are that it really does make "laughter lines" look less like a road map of Birmingham. Only five months — not five years — to wait for that one.

Frog princes

The frog-shaped green wellies in which Prince William and Harry created such a splash on Sunday were dispatched to Kensington Palace by their creator, Mr G Loader, but are in fact widely available via the British Shoe Corporation's nationwide chains — Dolcis, Freeman Hardy Willis, Trueform — for just £4.99. Loader also holds the patent for a brand new duck-shaped boot,

due in high street shops this autumn. He has sent a pair of them to Wills and Harry, too, so no doubt Britain's youngest Royal style setters will be out in their paddie ducks long before then.

Tips for teeth

It is National Smile Week and experienced dental experts are manning telephones to discuss every aspect of teeth, from cosmetic dentistry and the latest treatment techniques to oral hygiene, which they follow up with an information pack tailored to the needs of each caller. Telephone numbers are 0906 690184 (Milton Keynes), 061 626 7686 (Manchester), 021 544 6989 (Birmingham), 0232 243986 (Northern Ireland), and a children's dental phoneline, Freephone 1022. Keep smiling.

Josephine Fairley

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عَنْكَذَا مِنَ الْأَصْلِ



TORY: A chance of freedom for council estate and classroom

This section of the manifesto is a blueprint. It will strengthen radical hands in the battles that are bound to follow in the event of an election victory. It does not guarantee their success. The very cautious approach to removing controls from the private rented sector is a further sign that the

The document's failure to mention the word is typical of its pusillanimity. It fails to mention many other words, connected with the Labour Movement, which have become

Unlike some others, this Tory manifesto will repay careful examination. It does not posture or plead. It is a revealing snapshot of a government in power, still thinking, still taking risks, not always getting the means right, but ready to fight for clear and critically important ends.

The document's failure to mention the word is typical of its pusillanimity. It fails to mention many other words, connected with the Labour Movement, which have become

He added: "These pictures, however, agreeable as they were to the fancy, failed to produce any great effect on the multitudes; for the multitudes felt instinctively that they were too good to be true." Mr Kinnock's manifesto cannot be described as good, and it is not true either. Or if it is the whole truth, Mr Kinnock is not the man we thought he was.

The historical and social context of the current violent situation is several decades during which black South Africans had a commendable record of restrained and legitimate political resistance in the face of a refusal of recognition as full citizens and of dehumanising repression.

The fact that only three babies in every hundred, born between 1920-25, remained alive 20 years later is due as much to the internal

Anti-Jewish feeling continues to be a widespread phenomenon in Hungary, though its public expression has been largely kept beneath the surface since the end of the Second World War. The testimonies of 25 to 38-year-old Hungarian Jews, published in the

Life sentences are not merely the extreme but also the best example. The average citizen believes that a life sentence means what it says, and this belief is

Yours faithfully,
J. C. E. MURRAY,
62 Tonbridge Road,
Maidstone, Kent.
May 14.

J. J. CZARNOWSKI,
13 Buts Street,
South Kensington, SW7.
May 15.

and the use to which he put them. By each of his concubines, the younger Gordian left three or four children. His literary productions, though less numerous, were by no means contemptible.

Yours etc,
PETER TIZARD,
Ickenham Manor,
Ickenham,
Uxbridge, Middlesex.

Nothing of this is a criticism of the parole system, let alone of the policies or actions of the Parole Board in its implementation. My point is simply that the citizens of a democracy have at least a *prima facie* right not to be misled.

Yours faithfully,
EDGAR PALAMOUNTAIN,
Duns Tew Manor.
Oxford.

Like Professor Khanna I, too, regret the erosion in a "civilised relationship between the Queen and the Commonwealth". But the fault, in my experience, does not lie entirely on the Queen's side.

Yours faithfully,
R. O. SHAW,
76 Wilberforce Road, N4.
May 15.

K. NATH,
16 Charles II Street, SW1.
May 15.

The TV series deliberately eschews any spoken commentary or on-screen presence and relies entirely on interviews and archive footage with captions in a format that is anything but stock. Incidentally Meades does scant justice to himself as a quite splendidly opinionated narrator on another current Channel 4 series, *The Victorian House*.

Yours sincerely,
CAROLINE THOMSON
(Commissioning Editor, Finance and Industry),
Channel Four Television,
Charlotte Street, W1.

From the National Secretary and the Secretary General of the SDP/Liberal Alliance

Sir, Robin Oakley reports today (May 15) the latest findings in MORI's opinion polling in marginal constituencies. On the basis of the figures he lists seven seats which the Alliance would lose.

Popular Alliance MPs, such as Malcolm Bruce, Paddy Ashdown, Ian Wigglesworth and Charles Kennedy, have already shown that it is possible for us to do considerably better than the national average in seats where we have exceptional candidates and campaigns. In this election, in addition to our existing MPs, we have more of both than ever before.

RICHARD NEWBY.
National Secretary.
ANDREW ELLIS.
Secretary General.
SDP/Liberal Alliance.
Alliance Headquarters.
4 Cowley Street, SW1.

Lawrence died shortly after 8 a.m. yesterday in the Wool Military Hospital, Bovington Camp, Dorset. He was 46 years old. Since last Monday he had lain unconscious after a collision between his motor-cycle and a box cyclist near the camp.

The accident which cost Lawrence his life occurred last Monday morning in the village of Moreton, where he lived in a cottage. The motor-cycle which he was riding came into collision with a butcher's boy on a bicycle. The boy, Albert Hargreaves, is also in the hospital, where he is making good progress.

Mr A. W. Lawrence stated yesterday that... Mrs. Lawrence, their mother, did not yet know that her son was dead, but news had been sent. She was with another brother, steaming down the Yangtze River in China. When they reached Shanghai they would receive a telegram...

A message, announcing the death has also been sent from the hospital through the China Inland Mission to their station at Hankow where Mrs Lawrence will be informed on her arrival there.

Later yesterday morning the body of Lawrence, wrapped in a Union Jack, was borne from the hospital to the mortuary 100 or so yards away, which stands beside the main camp road.

The following statements were issued yesterday at the Boving-ton Camp Hospital on behalf of

The funeral of Mr T. E. Shaw, formerly Colonel Lawrence, will take place at Moreton Church, Dorset, at 2.30 p.m. on Tuesday. The service will be a simple one, and no mourning and no flowers are requested. Apart from those specially invited the service will be confined to his particular friends and those who were associated with him in Arabia...

The post mortem conducted by Mr. Cairns showed such severe lacerations and damage to the brain that in the event of his recovery he would have only

A further statement on behalf of the executors asked all those with books or property of Mr T. E. Shaw to return them to his brother, Mr A. W. Lawrence, at Clouds Hill, Moreton, Dorset.

**LORD ALLENBY'S
TRIBUTE**
FIELD-MARSHAL LORD ALLENBY broadcast the following appreciation of Colonel Lawrence last night:—

the Arab movement. He knew their language, their manners, their mentality; he understood and shared their merry, sly humour; in daring he led them, in endurance he equalled, if not surpassed, their strongest. Though in complete sympathy with his companions and sharing to the full with them their hardships and danger, he was careful to maintain the dignity of his position as Confidential Adviser to the Emir Feisal. Himself an Emir, he wore the robes of that rank, and kept up a suitable degree of state. . . .

A waiting game
From Mr Tom Harman Smith
 Sir, Mr McGraw's pedigree-less cat (letter, May 14) may perhaps have been waiting for a fish to emerge from the tap. On the other hand he may be like our cat, Tiger, who likes to lick from any pool of water around the sink, bath, drain or even from the toilet.
 Yours faithfully,
TOM HARMAN SMITH,
 2 Ravensdale Avenue,
 North Finchley, N12.

MEDIA & MARKETING

The ghost of libels past

The ghost of Banquo has nothing on an idea they have stumbled across in the United States. It seems that certain worthies in New York want to give the relatives of dead people the right to sue for libel so that newspaper reporters and biographers can be haunted by the spectre of the dead person long after he or she is six feet under.

OPINION

Alastair Brett

While everyone sympathizes with the recently bereaved, who see their nearest and dearest grossly attacked in the press, one cannot help but feel that the American legal profession may have something to do with this idea, seeing it as creating a whole new market in "deadly libels".

Such an idea would of course send shock waves well off the Richter scale were it to be transported to Britain's green and tranquil shores, where our libel laws may be draconian, but where, at least, dead men are not allowed to come back to argue whether they have been lowered in the estimation of right-thinking people.

Indeed, without a public interest defence in libel actions — something they have in the States — it is often a Herculean task for a journalist to publish the truth about someone while the person is still alive and capable of reaching for that supremely expensive being — the libel lawyer. The problem, of course, is being able to prove what may be a well-accepted fact in the face of a "see nothing, hear nothing, say nothing" approach from those in the know. There is hardly a journalist around who has not run into this problem and the proverbial Fleet Street killjoy, the newspaper lawyer, who demands "firm evidence" of some MIS security officer's homosexuality before an extremely important article is published. Having provoked

semi-suicidal tendencies in the journalist, the lawyer is usually reminded that it is not the easiest thing in the world to obtain evidence of someone's homosexuality.

But the idea of giving relatives of dead people the right to sue for libel is not that new. To be fair to the memory of the outspoken Mr Justice Faulks — he once said of divorce: "All you have to do is fill your wife with gin, give her a complacent lodger, and file your petition next day" — the idea was first recommended by his Committee on the Law of Defamation in 1975, a UK first, so to speak. But even Mr Justice Faulks wisely decided that the relatives of the deceased should not be allowed to make a quick bob or two out of the old boy's reputation, deserved or otherwise. Relatives could only sue for an injunction, declaration and legal costs.

To any seasoned libel plaintiff this looks remarkably dry fare — the damages being the only enjoyable bit of what is otherwise an horrendously expensive exercise, and a sleep-inducing ordeal for the jury. The revelation, in *Law Magazine*, that Sir James Goldsmith will fund libel actions in certain worthy cases is bad enough, but the idea of giving a right of action to mothers and fathers, sons and daughters, wives and possibly brothers and sisters of dead people is enough to give Fleet Street lawyers persecutions.

The plight of deeply distressed relatives is in fact already catered for by the Press Council, which will spring to the defence of the deceased's reputation. The real victim, were the law to be changed to give relatives a right of action in libel actions, would be freedom of speech, something to which we pay respectful lip service, but which we do little to protect.

Alastair Brett is a legal adviser to *The Times*

Austin-Rover's television campaign for the Montego breaks the advertising mould. Daniel Ward reports

Car buyers are walking into Austin Rover showrooms and asking for "the car that breaks the glass" — always assuming they know whose showroom to visit. The company's marketing director, Kevin Morley, is not saying whether the latest television advertising for the Montego model, which does not mention Austin Rover, is a success, but it is certainly significant.

The company is slowly dropping the Austin badging on all its cars. "If you concentrate too much on the company, the buyer loses sight of the product, and the awareness of our product was fairly low," Morley explains.

He carried out seven months' of intensive market research, including discussions with more than 2,000



Lowered profile: the Montego television commercial features everything but the maker

motorists, to discover what potential buyers really thought about the old Montego 1.6L, the prime fleet model. Company car users allowed to choose their model rated performance ahead of economy, but thought the Montego "looked" slow. Smart two-

tone paint and other changes have put that right, while the sunroof and expensive radio cassette player are not gimmicks but fitted as standard, since "user chooser" drivers will object if they are missing.

Elsewhere in the range, the "Minis

have feelings as well" posters and commercials, which ran just before Christmas, came a full five years after the previous Mini commercials. The reason for advertising again? The public thought the car was no longer in production!

Commercials for the compact Rover 200 followed the Mini TV campaign and addressed several major problems concerning the car's image. Buyers apparently assumed that the Rover badge meant a price tag of more than £10,000, while the 200-model name implied a 2-litre engine. These results made worrying reading, given that the range starts with a £6,700, 1.3-litre model. The Rover 800 executive car has the same problem. "People do not know there is a Rover 800 for less than £10,000," Morley says.

Still to come are the new-look commercials for Metro and Maestro. But if Graham Day, Austin Rover's chairman, is to live up to his motto — "Love the customer to death" — they will not come a moment too soon.

Advertising at cross purposes?

Between now and June 11 there will no doubt be plenty of the standard election hyperbole which holds that everywhere the electorate looks — from the doorstep to the television set to the advertising hoarding — they are confronted by a politician or a political message. The available statistics tell a different story.

As the campaign goes on, these pages will be assessing the impact or otherwise of party political broadcasts, door-to-door canvassing and what the parties hope will be eye-catching hoardings and billboards.

The benchmark is the *Times/MORI* poll conducted in the immediate aftermath of the local elections earlier this month, just before the General Election campaign got under way. Despite the proximity of

Just how efficient are TV, billboards and knocking on doors in helping voters to make their choice?

the poll to the intense activity surrounding the local elections, 67 per cent of people in a cross-section of 73 Conservative-held marginals had not seen a party political broadcast on television during the previous week, 82 per cent had not been canvassed by any of the parties and 85 per cent said they had not seen a political hoarding.

That is a surprisingly low level of penetration, especially given that in the run-up to the local elections the parties' machines were already firing

on all cylinders in readiness for a June General Election. And it is notable that although the polling was completed on May 13, only two days after Mrs Thatcher called the General Election, there were already signs that the relative penetration between television, hoardings, and canvassing was running roughly parallel to the pattern that emerged by the end of the 1983 campaign.

Last week, 18 per cent of people said they had seen a Conservative TV broadcast, seven per cent said they had been canvassed at home by party workers and six per cent had seen billboard advertising for the Tories.

By the end of the 1983 campaign, 73 per cent had seen a Tory broadcast, 14 per cent had been canvassed and 27 per cent had seen a

hoarding. So at that stage, the broadcasts had been slightly under three times as effective as the hoardings — similar to the pattern at the start of this campaign.

The table provides very little evidence that pounding pavements, even in marginal seats, actually reaches many voters. But it does raise an interesting point about the Alliance, whose doorstep penetration, at eight per cent last week, is already at the level it had reached by the end of the 1983 campaign.

It remains to be seen whether that reflects a better Alliance organization or

merely the fact that the Alliance put a bigger effort into the local election campaign.

It is one thing to measure the penetration of the political parties' efforts in their publicity efforts is another matter, however.

Last week's poll has the Labour Party leading in all three categories, but even if that lead were maintained it could not be regarded as a pointer to the election outcome: in 1983, Labour ended the campaign with the best penetration in terms of television broadcasts and ran the Conservatives a close second in the other categories.

The result at the end of the day: a Tory landslide.

There is, however, one area of communication with the public where, statistically, none of the parties might be thought to have much chance of influencing people: the open meeting. In 1983, only three per cent of voters attended such a meeting, split more or less evenly between Conservative, Labour and Alliance. But those meetings remain important because they draw the television cameras.

Peter Barnard

WHO SEES THE PARTY ADVERTISING?

Percentage of people in 73 Tory-held marginals who saw advertising or received a canvassing visit from the party at the head of each column in the week up to May 13.

	CON	LAB	ALL	OTHER	Can't recall/Don't know	NO
Saw party broadcast on TV	18	21	14	2	4	57
Called on by party canvasser	7	9	8	1	1	82
Saw billboards or hoardings	6	9	4	3	3	85

* Less than one-half of one per cent. Sample: 1,424 adults

Source: Market & Opinion Research International

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MEDIA & MARKETING

Selling it like it should be

Commercials on US television have undergone a transformation in the past two years

Watching the average commercial break on American television used to be a vision of hell. Deeply unpleasant presenters would confront viewers with tacky-looking products and deliver their pitches with the sophistication of a barrow boy and the zeal of a born-again crusader.

These distressing sales messages would occasionally be interrupted by schmaltzy excursions into Norman Rockwell Americana, shot through gauze and accompanied by loud and lamentable jingles, or by unappealing exercises in crass nostalgia.

But, over the past two years, there has been an unheralded but dramatic revolution in American TV advertising. The cheap video approach has been dropped. The segment has been squeezed. The backsters have been put out to grass.

In their place are sly humour, clever dialogue, imaginative visuals and, most surprising of all, sophisticated eroticism. Even when the scripts are bereft of wit or invention, the commercials will almost certainly be well shot. The kind of spots that would automatically have been consigned to video a few years back — tyre centres, carpet cleaners — are now being stylishly made on celluloid.

Soft-sell, once anathema to American advertising men, has become the norm. Hal Riney and Partners' work for Bartles and Jaymes' Winecooler has been remarkably influential in this area. A long series of low-key commercials feature two ageing rustics, apparently the product's owners, laconically discussing the Winecooler's merits and mildly suggesting that the great American public might like to try it.

Advertisements which once would have screamed and shouted and sung cloying jingles have changed into a minor key. Honda is running a visually intriguing number comparing the price of second-hand cars with new Hondas. Mercedes-Benz uses a witty and subtly filmed wedding vignette to promote its virtues. Even the airlines, notably TWA, are adopting unusually tasteful approaches.

In the area of eroticism, the leaders are Calvin Klein, Guess Jeans and a Cher spot for a Californian health spa. Resembling editorial fashion spreads by Helmut Newton, the ads are undeniably sexist, but they also represent a breakthrough for the usually prudish American networks.

At last year's Cannes International Advertising Film Festival, America surprised the normally triumphant British by walking off with many of the main prizes. After years in the doldrums, the American ad business has been revitalized and is producing intelligent and effective work.

Oily frontmen remain, but they are a minority

At the same time, there appears to be some slippage in British TV advertising. At one of this year's numerous self-congratulatory awards events, it was significant that many of the hauls went to the Hamlet and Heinemann campaigns, two of the longest-runners in the business.

Of course, the news from America is not unreservedly good. It is still possible to see an egregiously oily frontman shooting the client's brief at an unsuspecting camera. But these days, instead of being surrounded by clones, the Honest Joe figure is very much in a minority.

Brian Davis

© The Times Magazine Ltd 1987

Jonathan Miller on the revolution in the way daily newspapers are distributed

A worrying, testing time, it is how John Fitzgerald, British Rail's national business manager for the newspaper industry, describes the new era of newspaper distribution. Each night, Fitzgerald runs 100 special trains out of London, Manchester and regional centres, carrying the majority of the country's morning newspapers.

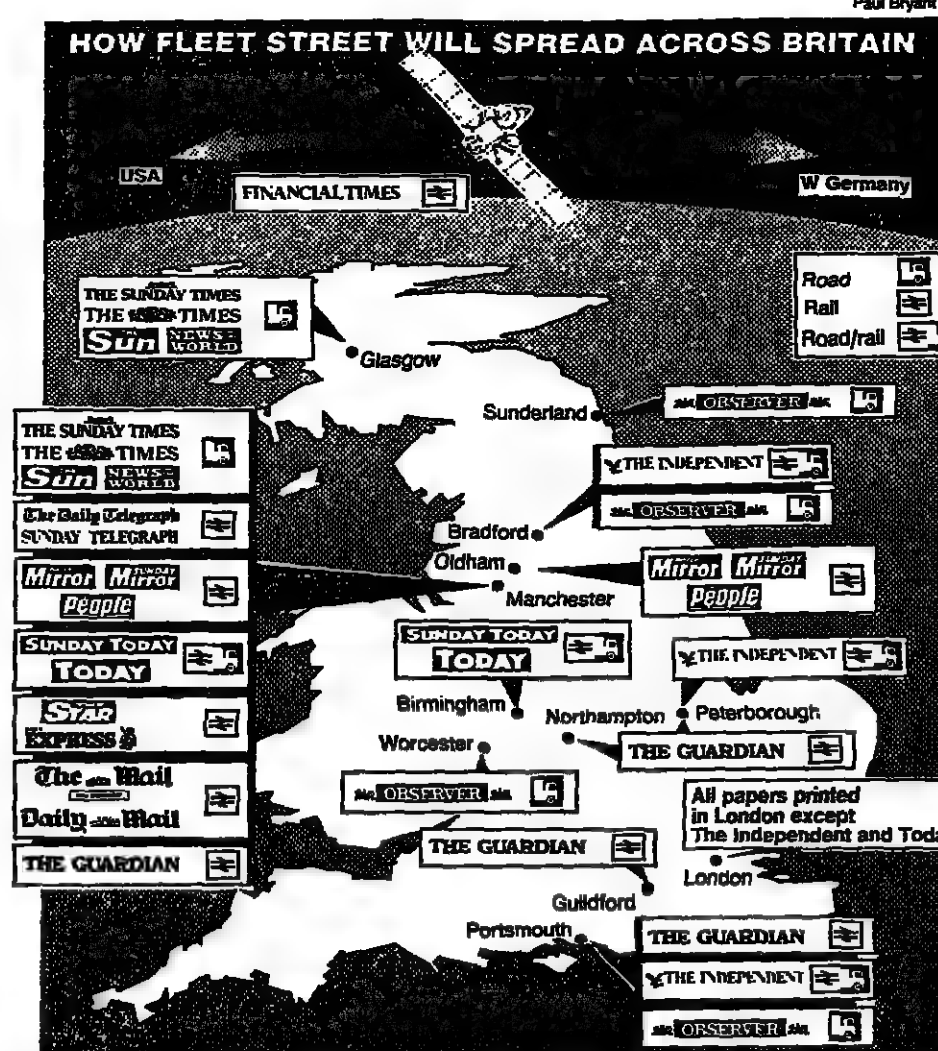
But soon Fitzgerald and his trains could be redundant, victims of the Fleet Street revolution that is radically changing the means by which the modern newspaper reaches its readers every day.

And the changed pattern includes much more than the rail/road switch; the national press is going to the people on an unprecedented scale, with pages sent to provincial printing centres by facsimile transmission and newspapers with international editions, like the *Financial Times*, sending pages to continental Europe and North America by satellite.

For as long as anyone can remember, national newspapers have been driven to London's rail termini each night. There, they have been loaded on to special trains where they are sorted into bundles and dropped off at hundreds of stations throughout the country, where they are collected by wholesalers and delivered to newsagents.

The possible future pattern for newspaper distribution emerged after News International moved to Wapping. The company switched to distribution by road.

Other proprietors have started looking at their distribution techniques to see whether British Rail will remain the primary hauler in the emerging era of devolved printing centres.



Trains and trucks: can British Rail retain its business in the age of regional printing?

So far, the revolution is incomplete. The *Observer* is now distributed entirely by road. The *Independent* and *Today* are using a hybrid system of trains and trucks. The other nationals are involved in negotiations with British Rail and various trucking companies in efforts to work out new arrangements.

British Rail, for whom the newspaper business is worth £21 million a year in revenues, is not sitting still. In recent days, Fitzgerald has begun presenting a new option to publishers, involving a streamlined rail network supplemented by trucks. He remains confident that he can

offer the best quality service, although not necessarily the cheapest.

It is generally agreed that the key to British Rail's future as a newspaper distributor is held by Mr Robert Maxwell, proprietor of the *Mirror* Group.

When he launched his *London Daily News* earlier this year, he created a company, *Newsflow*, in partnership with National Freight, to distribute it to newsagents and street vendors.

For sound business reasons,

Soviet + union = ban

The Soviet authorities and the ACTT have combined to limit ITN's ability to cover news stories properly in the Soviet Union. When ITN wanted to set up a Moscow bureau last year for what it described as a "hardship post", it decided to send crews there on a six-week rotating basis.

ITN thought it had official blessing from the Russian embassy in London, but in Moscow the Foreign Ministry declared that these rotating crews could not be given full accreditation like other foreign news crews living permanently in the city. Without that accreditation, the ITN team could not wander round Moscow freely or enter and leave the country at will. Moreover, the Soviets said ITN could only use a two-man crew (as the BBC does) to shoot and edit its pictures, whereas ITN's present union agreement stipulates three.

ITN is still negotiating with the ACTT for an exception to be made, and its Moscow correspondent, Ian Glover-James, is about to go back there, to cover events with pick-up Soviet crews.

Chilton moves in

Robert Maxwell's ailing magazine publishing ambitions have been somewhat revived by the appointment of Ron Chilton, former IPC chief executive, as an adviser to his British Magazines Publishing Corporation. Chilton has a large budget to launch or acquire consumer and trade titles, though acquisition seems the likeliest short-term course after the expensive flop of *Sportsweek*.

BMPC has so far looked at the possibilities of launches in sectors like up-market cookery and computers, and a European TV listings magazine may be on the cards.

LWT unamused

London Weekend Television is peeved that it was pipped into third place (behind the Netherlands) by just one jury vote at last week's international entertainment television festival in Montreux. Its entry, the Torvill and Dean skating spectacular, *Fire and Ice*, stood out from the glut of comedy entries, more so than *Now - Something Else*, the BBC entry (winner of the Press Prize) which was beaten to the Golden Rose, improbably, by a Swedish sketch show recorded entirely in English.

Talking Rose

The Red Rose group of ILR companies, owned by News on *Sunday* saviour Owen Oyston, is launching a publishing innovation — the "radiopaper" — following its purchase of the Press-based Trader Group of free

newspapers. Next month the Trader papers will re-emerge carrying no news but schedule information for Red Rose's stations in Preston, Leeds and South Wales, plus competitions and material written by the station presenters. Another innovation will be the joint selling of advertising for both media.

Briefing . . .

The J Walter Thompson agency is facing the embarrassing situation of having its New York office reduced to a smaller size than its British one with the news that its second largest client, Burger King, is reviewing its account. The flourishing JWT London is spearheaded by a shake-up of the JWT group. Continuing his efforts to raise the profile of BBC External Services, John Tusa, its managing director, has relaxed a ban on Bush House staff being by-lined when contributing to outside newspapers and journals. . . . *Little Sister*, a co-produced BBC psychological thriller film drama, is the first to get a one-off union agreement to allow it to be distributed through cinemas outside the UK. . . . Scottish Television is to opt out of ITN's general election results show and will stage its own. . . . In the wake of the success by German publisher Gruner and Jahr with the British version of its magazine, *Prima*, another German publisher, Verlag Aenne Burde, which sells 2.5 million copies of its *Burden Mode*, is planning a similar launch in Britain next year.

David Housham

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East Midlands Arts welcomes applications from all sections of the community, irrespective of an individual's gender, ethnic origin, colour or sexual orientation and from people with disabilities who have the necessary attributes for the job.

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THE ARTS

Designer dullness

In a former age, physicists baffled by the demonstrable increase in weight of burned matter invented a nuclear substance which they called phlogiston. A similar principle may usefully be applied in other disciplines for the purpose of explaining something which only appears to be present. For some years, the epitome of Tom Wolfe have employed it in the field of manufactured goods, where the new word for phlogiston is "design".

Topped and tailed by Jancis Robinson, the BBC Design Awards (BBC2) ended its

TELEVISION

three-part geneflection at the after of the nebulous deity — the second part was reviewed by William Holmes in this column yesterday — with a rousing call for the viewer to vote for one of the five products short-listed by the programme's dedicated panel.

Beforehand, we saw the members of that panel considering some of the 437 entries submitted. Vying with one another to find individual ways of stating the obvious, the short-listers pecked away at their preferences as though their personal identities depended on the outcome.

Several of the products and company logos displayed on their screens showed "no understanding"; others were variously "patronizing" or "very patronizing".

As a series of entrants to this dull fare, the short-listed entrants were profiled on their home ground. This gave Ralph Steadman the opportunity to boast about his fee for painting the Halley's Comet set of postage stamps. It also enabled a real person, interviewed in front of a stand of foot-spray cans in a branch of Boots, to declare her own rejection of phlogiston. "I'd go for the one that looks a bit nicer," she confided.

Martin Cropper

David Robinson calls the runners in the race for the Golden Palm of Cannes

Will it be Russia's year?

The Golden Palm of Cannes is, alongside the Best Picture Oscar, the most coveted prize in cinema. The roll-call of winners over 40 years is an awe-inspiring chronicle of film history, from *The Third Man*, *Miracle in Milan* and *The Wages of Fear* to *Padre Padrone*, *Kagemusha* and *Man of Iron*.

All the same, those competitors who fail to win it can console themselves that there is an equally distinguished list of films and film-makers who have been passed over, from Bunuel's *El and Tristana*, Cocteau's *Beauty and the Beast*, De Sica's *Umberto D* and John Ford's *The Sun Shines Bright*, to *The Sacrifice* last year. Neither Satyajit Ray nor Alfred Hitchcock ever had a Cannes prize.

This year, with Woody Allen's *Radio Days*, Lindsay Anderson's *The Whales of August* and Federico Fellini's *Intervista* showing out of competition, there were not too many obvious candidates for the Golden Palm. From the start the most-tipped favourites were the two British entries — Peter Greenaway's *The Belly of an Architect* and Stephen Frears's *Prick Up Your Ears* — Souleymane Cissé's *Light*, from Mali, and Nikita Mikhalkov's free interpretation of Chekhov, *Black Eyes*.

At the end of the festival these were joined by a strong Soviet candidate, Tengiz Abouladze's *Repentance*. Completed in 1984, this Georgian production came preceded by a reputation built up since its first Moscow screenings, thanks to *glasnost*, late last year. In the outcome, the impression is of a truly remarkable film that is nevertheless buried in a somewhat overgrown 150 minute running time.

There is no doubt of its revolutionary place in Soviet cinema. For the first time a film speaks openly about the



The Russian contenders: (above) Edisher Giorgobiani as a victim of the terror years of Stalinism in Tengiz Abouladze's *Repentance*; and (left) Marcello Mastroianni and the Lady with the Little Dog (Elena Safonova) in Nikita Mikhalkov's interpretation of Chekhov, *Black Eyes*

years of terror, conspiracy, arrests and show trials. More than this, it does not hesitate to say that the perils did not die with Stalin and Beria, but live on in human nature. Abouladze says he was impelled to make the film after a near-fatal car accident and with the inspiration of Eisenstein's dictum: "The truth will triumph — though we may not live long enough to see it do so".

"I had to make the film — even if it was never seen outside the walls of the Georgian film studios," Abouladze said.

It is the portrait of a tyrant, a caricature figure with Beria's spectacles, Hitler's moustache, Mussolini's black shirt and the characteristics of

Charles Chaplin's Great Dictator. Capriciously he bullies or seduces, and sends people to prison camps with an avuncular smile.

His slogans have the style of Stalinist propaganda: "Be of John's old age. *Repentance* is around us, four are enemies". With the same virtuosity as his earlier *The Wishing Tree*, Abouladze mingles realism, surrealism, fantasy, farce and tragedy.

The outstanding success with the Cannes public was Wim Wenders' *The Wings of Desire* — though a lot of the applause had to be attributed to the overwhelming snobism that has always charac-



The Russian contenders: (above) Edisher Giorgobiani as a victim of the terror years of Stalinism in Tengiz Abouladze's *Repentance*; and (left) Marcello Mastroianni and the Lady with the Little Dog (Elena Safonova) in Nikita Mikhalkov's interpretation of Chekhov, *Black Eyes*

terized this festival audience. The film is visually beautiful (with photography by the great French veteran Henri Alekan), but overweeningly pretentious, humourless and finally hollow.

Two angels (Bruno Ganz and Otto Sander) promenade endlessly around Berlin, observing its past, its present and its characters — prominent among them, inevitably, a trapeze artist and a movie star. The film combines the look of city films of the Twenties and the American avant garde of the Fifties.

This year Cannes seemed to be dominated by veterans: the most enjoyable aspect of *The Wings of Desire* was the performance of 86-year-old Curt Bois, whose film career

has been going non-stop since 1908, and included innumerable roles as camp decorators and hairdressers in Hollywood films.

Not even the snob set had any kindness for Jean-Luc Godard's apprehensively awaited *King Lear*, which was commissioned by Cannon Pictures. This is the most cynical trick he has yet played upon his patrons and admirers: a casual assembly of disconnected and mostly non-sensical scenes in which Shakespearean lines occasionally surface without point.

Burgess Meredith tries to be Lear, while Godard — disguised as a witchdoctor in a stringy black wig — grows inconsequential maxims out of the corner of his mouth.

Privately public

CONCERTS

Maurizio Pollini Festival Hall

During the course of his interview with Pollini, which appeared on this page on Monday, Richard Morrison emphasized two facts about the pianist which emerged strongly in this Beethoven recital: he is a private man, and he tries to ensure that he knows the significance of every note he plays.

That much was plain in this recital, even in a work as apparently extrovert as the *Appassionata* Sonata. This work requires, and on one level was given, the most tempestuous response, yet still one felt the conflicts were within Pollini's own world.

Even though it seemed that we were witnessing a display of outward-bound virtuosity, in reality Pollini was playing to and for himself, dazzling fingerwork, blazing colours, brittle energy and all. We were all privileged bystanders.

For the remainder of the programme, Pollini duly obliged with some of Beethoven's more obviously intimate sonatas. That in A Flat, Opus 26,

was marked in the first instance by the opening sets of variations, which were taken at a much more measured tread than the Andante indication suggests.

However, it proved to be the ideal speed, allowing each moment the concentrated weight due to it. But Pollini rarely overworks a gesture either; the *Marcia Funebre* of this sonata was thus monumental without being grandiose, the *Allegro finale* crisp, yet fleeting and mysterious.

Similarly, in the E Flat sonata, Opus 81a, *Les Adieux*, Pollini held the more exuberant music in careful balance, though without ever threatening its character. The opening movement of this work can often seem ambivalent; most of it is fast and performances rarely succeed in conveying the emotions normally associated with farewells.

Here, however, Pollini made the paradox a perfectly feasible one, in viewing the music with an unmistakable poignancy. Such was his innate sense of the music's unity that the slow introduction was merged with the main body of the movement as if by an invasion of tentacles.

Stephen Pettitt

Ensemble Modern / Eotvos Elizabeth Hall

The Ensemble Modern of the Junge Deutsche Philharmonie included three electric guitars and some huge drums in their line-up, as well as a resplendent white euphonium that somebody had to keep tugging into and out of. Would that their music had been similarly imposing.

They began with Bernd Alois Zimmermann's *Musique pour les soupers de Roi Ubu*, a work far outclassed by two of its close successors in the late 1960s wave of ironic anthologizing: Berio's *Sinfonia* is much richer in reverberations, and Davies's monodrama for

another mad king is certainly the snappier black comedy.

The other big work was *Chineses Opere* by Peter Eotvos, the evening's conductor. It was quite mystifying. The programme note suggested a sequence of varied dramatic scenes for paired chamber orchestras and an amplified ensemble, but Eotvos's interest would seem to be much more in the creation of rich and aqueous timbres reminiscent of Stockhausen's best period.

So the main pleasures lay in the comparatively short and unpretentious *Impression*, by Isang Ym, a fast-slow-fast movement with strength beneath the dainty filigree.

Paul Griffiths

DANCE

Georgian State Dancers Palladium

If I were a young man in Tbilisi looking for a career I should be tempted to think of osteopathy or orthopaedics, since the way the men of the Georgian State Dance Company treat their knees and feet should guarantee no lack of trade.

Both halves of the programme they have brought on their return visit to Britain end with competitive sequences in which, one after another, the men perform their most daring or spectacular step. To my mind the end of the first half, full of jumps and turns, many of them ending with a crash-landing on the knees (the costumes, thank heaven, are protectively padded), is more stirring than the equivalent in part two, in which they all concentrate on that strange, ugly stamping or balancing on the bent-under joints of their toes.

I have to say that, for me, some of the simpler dances in the rest of the show were more impressive, with quick tiny steps meticulously performed in flowing unison.

Much of the men's dancing is based on military traditions, full of pride even when they

are not swiping at each other with short swords, hurling daggers into the stage or imitating the progress of cavalry men.

A particularly welcome contrast is provided by the number based on lelo, a Georgian ball game. This item provides a lot of comedy, especially in the intricacies for a couple of chaps whose rivalry seems to be based more on their business or private life than on the game.

The women are treated with an old-fashioned chivalry in the ensemble dances, but relegated to a secondary place for all that. However, they move with cool poise, even in the numbers where they have to travel with quick, tiny steps, their feet hidden beneath long skirts, to give an illusion of gliding.

The varied heights of the men indicate that the Georgians, like other nationalities, come in all shapes and sizes, but it is clear that the women must be recruited only from the tallest applicants. This gives them an enigmatic grace, but at the cost of individuality.

One surprise: several of the men are clean-shaven. What ever happened to the tradition that every Georgian man must sport a moustache?

The company is at the Palladium for two weeks, after which it will spend five weeks touring Britain.

John Percival

Drawn from life

Portraits Festival Theatre, Malvern

Periodically, throughout his writing life, William Douglas-Horne has abandoned his role as licensed jester and made excursions into stage biography. This time it is the turn of Augustus John — like Douglas-Horne, a long stayer, and infinitely better company than the ingratiating landed gentry of his light comedies.

At first glance, John might seem too obviously theatrical a character to form the subject

Burning Point Tricycle

This play, ambitious to pinpoint today's troublespots, starts with a couple of policemen nervously advancing behind their riot shields into a rampaging mob. From the wings, a likeable black youth hurries on, followed by a street-wise girl with a sour face and sour nature.

Two acts later, the police are facing much the same sort of mob while the other two lounge at the side of the stage, the youth bored, the girl contemptuous.

In between these two riots, he has been wrongly charged with the murder of a policeman, tortured into a confession (this is London, you see) and is only saved because young Collins, even though a police constable, has not lost all trace of human feeling and claps the handcuffs on his own loony inspector.

This is not the first play John Cooper has written, and one was produced at the Royal Court a few years back, but long tracts of it come over as apprentice work. The police teach one another ways of joining up their reports so we can see what lies they are. Left this fails to convince, Arthur Cox's Inspector has to commit every rotten trick short of cutting dalmatian paws.

Yet out of this welter of preaching there are scenes which flame into life. Geoff Francis's bewildered suspected confessing to incompetence at football has an engaging charm in both playing and writing. Jonathan Phillips profitably uses a deadpan delivery as the good cop.

But if Michelle Collins makes the frightened Tanya briefly real, this is because shivers are non-verbal. Once she starts spouting the author's words on inner city disillusion the part becomes unplayable. Joan-An Maynard directs.

Jeremy Kingston

THEATRE

of a successful play. But Douglas-Horne has taken a long step back from the world of Fitzgerald romance; what he offers instead is a portrait of John's old age. *Portraits* consists of three sittings, from 1944 until the artist's death at the turn of the 1960s. The first sitting is Bernard Montgomery, whom John frankly acknowledges he has only taken on for the fee.

The scene develops with the old man spinning the sinner by paying elaborate compliments to his young ADC and inviting the windbag Bernard Shaw round to the studio to keep the general quiet. It is quite amusing, and it fittingly preserves the Malvern Festival's Shavian connection.

In the next scene news is received of the ADC's death, and there is the second portrait — this time of Matthew Smith. He had given up painting after the wartime death of his sons, but John and his mistress coax him into resuming work. Smith subsequently returns the favour by luring John away on a

holiday that renews his ability to paint.

Finally, with death approaching, the final sitting, Cecil Beaton, flounces into the studio for a row which discloses John's horror of nuclear war. What this piece examines is the struggle to defy the collapse of the creative impulse. The collapse is partly a matter of sexual impotence and round-the-clock drinking; but it is also a public matter, beginning with the death of a hopeful young soldier and confirmed by Hiroshima.

The play continues as it began — as a comedy of character, with John (Keith Michell) taking outrageous advantage of the privileges of old age to speak his mind with the utmost callousness and fall into tears if anybody takes the same liberty with him.

It is a fine performance, partnered by Simon Ward, whose portraits of the nasally imperious Montgomery, the preening Beaton, and — best of all — the gently dejected Smith are drawn with the utmost delicacy. As a bonus, John Dexter's production also converts the stage and auditorium into a John Gallery.

Irving Wardle

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Duran Duran Wembley Arena

In the three-and-a-half years since Duran Duran last played Wembley, Wham!, Culture Club and Frankie Goes To Hollywood have disappeared. The Thompson Twins have been forced to cancel the bulk of their proposed comeback tour because of poor ticket sales. But the sense of fraternity that binds Duran Duran to their audience is evidently more durable than many would have predicted.

There was a screaming din of excitement from the crowd during the darkened, rumbling, dry-iced introduction, and finally the clothes-horse heroes were exposed in all their svelte glory singing "View to a Kill", followed by "Notorious". The regrouping, following the band's 1985 split

ROCK

into the Arcadia and Power Station projects, has reduced the bona fide membership to three — Simon Le Bon (vocals), John Taylor (bass) and Nick Rhodes (keyboards) — but they are now employers of no fewer than seven supporting musicians. These include the guitarist Warren Cuccurullo, whose skinny, thatched-hair stage presence and occasional swooping sequences — as on the excellent "Vertigo" (Do The Demolition!) — seemed more central to the action than anything the retiring Nick Rhodes could come up with.

The session players performed to the required standard. Le Bon sang capably, and there was many a spruce melody to be found among

their languid, designer pop-funk. However, there was little in the way of variety or urgency in the delivery of the material — notwithstanding some rather stodgy rabble-rousing during "The Reflex".

A huge bank of television screens — co-ordinated to depict a licentious, arty video accompaniment to "The Chauffeur" and some odd doodles during "Save A Prayer" — reminded us that Duran Duran was always a band whose live reputation tended to be overshadowed by their slick video packages.

And, despite the continued loyalty of the band's fans — no doubt in recognition of the very high production values of the show — their vision has gained little depth with the passage of time.

David Sinclair

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LADY MACBETH OF MTSSENSK

Shostakovich

Shostakovich's gripping opera — a story of sexual jealousy, violence and official cruelty in 19th Century Russia — has never been staged in Britain in its original 1934 version. The original work was withdrawn after a notorious attack on the composer in *Pravda*, and although a version revised by Shostakovich was performed in the 1960's it was not until nearly 30 years after Stalin's death that the full intensity of the first version (to be performed by ENO) could be revealed. In this new production Josephine Barstow plays the woman, *Katerina*, whose love for her servant leads her to commit double murder.

Tickets £4.00 to £18.50

June 15, 17, 19, 21, 23, 25, 27, 29, 30, 1 JULY

Cast includes: Josephine Barstow, Sally Burgess, John Connell, Stuart Kale, John Kitchner, Maria Mall, Mark Richardson, Malcolm Rivers, Jacques Trussel, Willard White, Dennis Wicks, Alan Woodrow

Conductor Mark Elder, Producer David Pountney, Designer Stefanos Lazaridis, Lighting Paul Pyant, Translation David Pountney

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Executive Editor
Kenneth Fleet

STOCK MARKET

FT 30 Share
1719.0 (+22.6)

FT-SE 100
2214.3 (+22.2)

Bargains
48685 (50314)

USM (Datastream)
178.59 (+0.84)

THE POUND

US dollar
1.6815 (-0.0030)

W German mark
2.9889 (-0.0038)

Trade-weighted
73.8 (same)

GEC bid
denied by
Hanson

Lord Hanson yesterday scotched widespread City talk that his Hanson Trust group is preparing to make a takeover bid for GEC, Britain's biggest electronics group. He told *The Times*: "Far from building up an existing shareholding in GEC, to my knowledge we do not own a single share."

His denial is a significant departure from a strict policy that the group does not comment on stock market talk. As an active acquirer of short-term stakes in undervalued companies — sometimes as a prelude to a bid — Hanson Trust needs to maintain silence for sound commercial reasons. It is believed that Lord Hanson decided to end the speculation because it could eventually become seriously embarrassing for both companies and their main shareholders.

Lord Hanson said: "I am a friend of Lord Weinstock and believe that he is one of Britain's best managers."

Paris to boost
Airbus funds

The French government last night promised to pour nearly £500 million into the next generation of Airbus jets, virtually guaranteeing the projects would finally take off.

The French, nearly a week after Britain agreed to loan British Aerospace £450 million to build the wings for the A330 and A340 aircraft, said their funding would be slightly higher at 60 per cent of the development costs for their own aerospace companies.

SUMMARY

STOCK MARKETS

New York	Dow Jones	2264.15 (+5.48)
Tokyo	Nikkei Dow	24077.88 (-221.10)
Hong Kong	Hong Kong	2881.47 (+8.02)
American	American	282.4 (+4.1)
Sydney	AO	1638.6 (-20.2)
Frankfurt	Commerzbank	1752.2 (-9.8)
Basle	General	4569.6 (-85.4)
Paris	CAC	436.3 (+7.6)
Zurich	SKA	617.7 (-3.5)
London	FT A	62.43 (+0.11)
FT 30		1719.0 (+22.6)
FT-SE 100		2214.3 (+22.2)
USM		178.59 (+0.84)

MAIN PRICE CHANGES

Assees		
Nat West	885p	(+22p)
Royal Insurance	714p	(+25p)
APL Baker	183p	(+7p)
Chillingworth	705p	(+30p)
AC Holdings	555p	(+27p)
Matthew Brown	3088p	(+50p)
LDI Group	296p	(+19p)
Unilever	585p	(+17p)
Fine Arts	170p	(+5p)
Tarmac	370p	(+25p)
Sliding Group	477p	(+18p)
Leeds Group	211p	(+33p)
Wellcome	543p	(+13p)
Reabrook	504p	(+19p)
J Wilkes		
Asda Property		
Land Securities		

FALLS:		
Dea Corp	231p	(-10p)
Sainsbury	537p	(-18p)
BPC	304p	(-14p)
Prices are as at 4pm		

INTEREST RATES

London Bank Base:	9%
3-month Interbank:	8 1/2%-8 3/4%
3-month eligible bills:	8 1/2%-8 3/4%
buying rate	
US: Prime Rate:	8 1/4%
Federal Funds:	6 1/4%
3-month Treasury Bills:	5.85-5.84%
30-year bonds:	9 1/2%-9 3/4%

CURRENCIES

London:	New York:
\$1.6815	\$1.6825
£1.4825	£1.4835
¥148.25	¥148.25
FFr 5.9495	FFr 5.9495
Yen 235.57	Yen 235.57
Index 73.8	Index 73.8
ECU 20.63847	SDR 20.778021

GOLD

London:	New York:
AM 5471.25	PM 5471.10
close 5468.75	close 5470.25
279.75	
New York:	
Comex 5469.80	470.40

NORTH SEA OIL

Brant (June)	pm \$18.45	bb \$19.00
Denotes latest trading price		

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Airline's pretax profits beat privatization forecasts but show 17% fall

BA glides to
£162 million

By Carol Ferguson

British Airways comfortably beat its privatization profit forecast of £145 million yesterday with pretax profits of £162 million for the year to March 31.

Even so, the result represented a drop of 17 per cent on the previous year, and the shares fell 2p to 161p on the news. A 4.116p dividend was declared, payable on July 31.

Lord King, the chairman, was optimistic. "Business across all sectors is buoyant and traffic forecasts for the summer season look close to approaching record levels," he said.

Lord King revealed that 16 per cent of BA shares were held overseas. The share register had settled down to 450,000 from a total of 1.2 million shareholders initially. The shares are quoted in London, New York and Toronto, and an application for a Tokyo listing was possible "some time."

The improvement on the prospectus forecast resulted from lower-than-expected fuel prices and better sales revenues in the last two months of the year. Fuel prices, it was revealed, were £371 million, £199 million less than the previous year. Of this, £32 million was attributable to the

weaker dollar and the rest to falling oil prices.

Mr Gordon Dunlop, the finance director, said fuel was one of the most sensitive factors in costs. "If the price of oil goes up this year, discounts will be less. If the rise is permanent, fares will go up."

Since there are no aviation spirit futures, the futures markets in crude oil or heating oil were the only means of hedging the price. But since fuel is dollar-denominated, BA has been hedging its currency risk by buying dollars forward on a bigger scale.

Total staff costs last year rose by 13 per cent due to a combination of wage increases, wage drift (increases given as a result of length of service or seniority) and overtime.

Lord King explained that the company had staffed up for a good summer which did not materialize due to the Chernobyl disaster and fears of international terrorism. By the autumn, costs were well under control.

But contrary to the normal seasonal pattern, BA enjoyed higher traffic and a better level of business in the second half, resulting in more overtime in what is normally the quieter part of the year. Costs were

also incurred in the move to Terminal 4 at Heathrow which opened during the year.

BA experienced a marginal improvement in productivity last year. It had 10 fewer employees by the end of the financial year compared with the previous year, but the company was doing substantially more business.

"The level of manpower will therefore increase," Lord King said, "but we have programmes for part-time and temporary staff to match staffing levels to demands of the market place."

The effect of currency on last year's results was not quantified, although it was confirmed that profits would have been higher without exchange rate fluctuations. Mr Dunlop said that taking into account the benefit to loans, and the debit on revenue, he had "no meaningful figure."

BA made a £10 million loss in the year on its package-tour operations, including *Sovereign*, *Enterprise*, *Speedbird* and *Poundstretcher*. The loss in the previous year was £7 million. Of the losses, Mr Dunlop said: "We're trying to do something about them, it's not our business."

Temper, page 26



Pointing to buoyant business: BA's Lord King announcing the results yesterday

Sainsbury
plans £1bn
expansion

By Alexandra Jackson

J Sainsbury plans to spend £1 billion over the next three years on store modernization and an expansion of 50 supermarkets as well as more SavaCentres and Homebases. A similar amount has been spent in the past five years, building up a portfolio of 270 supermarkets, 32 Homebases, six SavaCentres and 13 small stores.

Group pretax profits for 1986/87 increased by 28 per cent to £246.9 million on turnover of £4 billion.

Earnings per share grew from 18.2p to 22.3p. A final dividend of 4.95p was declared, making a total of 7p for the year. There is to be a one-for-one capitalization issue.

Sir John Sainsbury, the chairman and chief executive, said the current year had started "very well".

Supermarket sales last year increased by 13 per cent. A quarter came from existing outlets but the bulk came from 15 new stores.

Sir John said the group had achieved 18.5 per cent compound earnings growth over the last 10 years and had doubled its profits in real terms in the last five years.

Temper, page 26

US firm fuels talk
of Cadbury bid

By John Bell, City Editor

General Cinema, the US soft drinks and entertainment group, yesterday threw the City into confusion over its long-term plans for Cadbury Schweppes, where it holds an 8.5 per cent stake. The shares, which cost £90 million, are seen as a potential launching pad for a takeover bid.

The confusion arose when Morgan Grenfell, GC's merchant bank adviser, announced a £100 million 15-year debenture stock issue, unusual in that it is exchangeable for Cadbury shares on conversion terms equating to a price of 300p a share, a premium of 19 per cent over the 253p market price.

Cadbury shares eased a few pence on thoughts that the debenture was a complex method enabling the US group to dispose of its holding. Later it appeared that GC was keeping its options open.

Morgan Grenfell declined to elaborate on the issue's aims. But in New York, a GC spokeswoman said the debenture issue had not changed the position of last January, when the Cadbury shareholding was declared. The US group said then it had no intention of bidding for Cadbury shares. But it has since made a routine filing with US authorities

enabling it to raise its stake to between 15 and 25 per cent of Cadbury's equity.

The immediate effect of the issue will be to reduce GC's holding cost substantially from bank overdraft rates to the 5 to 5 1/2 per cent coupon carried by the debenture stock. The conversion terms do, however, mean GC will be handing over to debenture holders any increase in Cadbury shares above the 300p level. But it retains the right to pay a cash sum equivalent to the Cadbury price to debenture holders exercising the conversion option, thus retaining physical ownership of the Cadbury stock. Before conversion, the rights of ownership, including voting rights, remain with GC.

Also unusual is that holders of the debenture have what amounts to a put option if Cadbury shares fail to perform. They can redeem their debentures in five years at a price equivalent to the return on a five-year gilt-edged stock. Terms will be finalized before the end of the month but signs are that it may trade at a £3 premium. Cadbury said GC was using its stake to secure good borrowing rates. It would study the issue terms before commenting further.

Productivity increases as
industrial output recovers

By David Smith, Economics Correspondent

The recovery in industrial output continued in March, official figures showed yesterday. But the Government will go into the general election with a lower level of manufacturing production in Britain than it inherited in 1979.

The output recovery, together with continued shedding of labour by manufacturing firms, is producing high growth in productivity and low increases in unit wage costs.

In the 12 months to March, unit wage and salary costs in manufacturing were up by only 0.4 per cent, the lowest figure since April 1984.

Industrial output rose by 0.4 per cent in March to a record level. The index of industrial production stood at 113.1 (1980=100), 12.4 per cent up on its level at the last general election in June 1983, and 3.5 per cent above the level Mrs Thatcher inherited in May 1979.

In the first quarter of the

year, industrial output increased by 1.4 per cent on the previous quarter, and by 2.8 per cent on the same quarter a year earlier.

Manufacturing output rose by 0.3 per cent in March, to a level 13.1 per cent above that prevailing immediately before the last election. But it was 3.9 per cent lower than in May 1979.

Manufacturing output in the first quarter, hit by a poor, weather-affected January, was 0.1 per cent lower than in the previous quarter, but 4.2 per cent above the first quarter of last year.

The sharp slowdown in unit wage costs in manufacturing suggests that, for the present, industry is not giving up the competitive gains brought by the pound's lower level against European currencies.

Output per head in manufacturing in March was 7.3 per cent up on a year earlier. In the first quarter, the productivity gain compared with a year

earlier was 6.5 per cent. As a result, unit wage and salary costs in March were only 0.4 per cent up on a year earlier, while the first-quarter increase was just 1.2 per cent.

Recent figures for unit wage costs have sparked off a vigorous debate among economists. The consensus is that current low increases largely reflect cyclical factors, but economists at Credit Suisse First Boston argue that trend growth in unit wage costs has slowed to around 2 per cent.

● The public sector borrowing requirement last month was £1.77 billion, in line with City expectations. This was higher than the £0.7 billion in April last year, but that figure was reduced by £1.1 billion of receipts from the privatization of British Telecom.

The PSBR target for the financial year is £3.9 billion. The figures point to accelerated spending, and continued strength of tax receipts.

Allied-Lyons lifts
profits by 26%

By Lawrence Lever

Allied-Lyons, the food and drinks group, made pretax profits of £340 million for the 53 weeks to March 7 — an increase of 26 per cent.

The results included the first contribution from Hiram Walker-Gooderham & Worts, the Canadian drinks group, which Allied paid £400 million for a controlling interest last year.

Turnover was £3.6 billion compared with £3.3 billion last year while earnings per share at 33.8p represented an increase of 28 per cent.

The company is recommending a final dividend of 7.5p making a total of 11.4p for the year, compared with 9.5p previously.



Sir Derrick Holdeo-Brown, the chairman, said he was confident that Hiram Walker would "do us very well in its first year."

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Goodison warning
on Euromarkets

By Our City Staff

Sir Nicholas Goodison, chairman of the International Stock Exchange, yesterday warned of a threat to Euromarket markets posed by new EEC regulatory proposals.

He has written to Mr Paul Channon, Secretary of State for Trade and Industry, to express concern over two EEC draft directives which, he says, threaten to stifle the Euromarket and reduce investors' protection.

Sir Nicholas pointed out that the haste with which the directives were being considered in Brussels might not allow sufficient time for fundamental issues to be debated.

One directive, on mutual recognition, would require authorities in member states

to accept listing particulars which had been approved in others. The second would require a prospectus to be issued before an issue of securities could be made.

The first directive could reduce seriously the information and protection for investors in foreign companies whose equity is listed in Britain. This could result in overseas companies providing less information than those with a London listing.

The International Primary Markets Association is gravely concerned about the prospectus directive, which takes no account of the fact that Eurobonds are issued within a short time frame, often to professional investors.

ConsGold foresees no repeat yet of Seventies bull market

Gold could still shine brighter

By Colin Campbell

In its annual review of the gold market, Consolidated Gold Fields predicts — with some reservations — that the gold price is rising.

Mr George Milling-Stanley, the author, says he needs positive signs of substantial US investor interest to complement existing demand before being convinced of an investment boom in the Western world, and that the gold market still has a great deal to do before it emulates the previous bull market of the late 1970s.

"However," he notes, "the growing perception that gold has a role to play as a form of insurance against all kinds of financial or political cataclysm, and not merely inflation, can only enhance the metal's standing as an investment."

Last year, the overall supply of gold exceeded fabrication and hoarding demand by 81 tonnes, and was easily absorbed by investors in Europe and North America. Mine supply increased by 48 tonnes, and the official sector

remained net buyers for the second consecutive year to the tune of 181 tonnes.

The US overtook Canada as the second-largest producer in the non-communist world in 1986, and South Africa's share — which in 1980 accounted for almost 75 per cent of the West's output — fell again to the 50 per cent level, although it remained the world's largest overall supplier.

It was also the year of sharply higher sales from the communist bloc countries, which doubled to an estimated 402 tonnes, and China was a significant seller to the non-communist world for the first time in a decade.

But 1986 will be best remembered as the year of Japan where 182 tonnes of gold in coin form were sold which, coupled with demand for jewellery and investment purposes, saw it absorb more than 650 tonnes of gold.

Mr Milling-Stanley gives a warning that the gold market should protect itself

from an unhealthy reliance on one country by developing new markets — India, Pakistan, Turkey, Taiwan and South Korea appear to have potential — but he does not expect Japanese interest in gold to dissipate overnight.

Central banks of several producing countries, notably the Philippines and Colombia, were once again among the leading buyers of gold.

Last year's 16 per cent increase in the average dollar price of gold stimulated heavy sales of old gold scrap.

"It is impossible to predict the sort of price level that will shake out enough scrap to depress the price. But I would not rule out the possibility that investment and speculative demand could strengthen the market sufficiently to allow it to absorb all the scrap available," Mr Milling-Stanley adds.

"If that happens, we could see much higher prices than yesterday's \$471.35. But until I see positive signs of substantial US investor interest I shall remain cautious."

Quick
profit
likely
on R-R

By Cliff Feltham

Thousands of small investors are expected to seize the chance to make a quick profit today when stock market dealings begin in the shares of Rolls-Royce, the privatized aero-engine company.

The 85p partly paid shares are expected to start changing hands at a premium of around 50p — giving an instant profit of £75, before dealing costs, to anyone holding the minimum allocation of 150.

The rush to sell will come soon after allotment letters, telling investors how many shares they have, begin dropping on nearly two million doormats.

Stockbrokers, banks, and even a building society are making arrangements to handle the sale of shares. They will be eagerly snapped up by the big City institutions, whose own applications were severely scaled down in the £1.36 billion offer for sale.

But the price could be forced much higher if — as rumoured in the City last night — the powerful Japanese finance houses try to corner the market. One analyst said: "I have heard that a certain overseas buyer is prepared to buy the shares up to a price of 200p, and I can well believe it. Since the price was fixed the whole stock market has risen sharply, and the shares still look good value."

Another analyst cautioned: "I think that a 50p premium could be a little optimistic. I believe the shares will probably start trading at around 125p."

Nonuma, the huge Japanese securities house, which was a keen buyer of British Gas shares, was cagey about its intentions. "The Rolls-Royce name will create some interest among investors, but at this stage it is too early to say what we will be doing."

Cleveland Securities, which has been running a "grey market" — the price yesterday was 136p — said: "We would obviously be happy to see the shares go to a 50p premium, but it is hard to say whether the UK institutions would pay that much."

Sir Francis Tombs, the Rolls-Royce chairman, will watch the start of trading at his joint brokers, Hoare Govett.

Many cut-rate schemes are being offered to small investors wishing to sell their shares. Banks such as NatWest and Lloyds are charging a minimum of £15 commission, with stockbrokers throughout the country also offering competitive charges. The Manchester brokers Garside & Trippier are charging £12 plus VAT for sellers of 150 shares, which looked to be the cheapest service on offer.

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BUSINESS SUMMARY

Fisons is confident of another growth year

Fisons has started off the current financial year in an encouraging style and expects 1987 to be another year of growth, Mr John Kerridge, the chairman, told shareholders at the annual meeting.

Fisons has introduced a new respiratory drug, Tilade, into the British market, and while it was too early to report any figures, early indications from the market were "most encouraging". However, Mr Kerridge said the bureaucratic processes involved with the regulatory authorities took time. "It is apparent that many of the registration authorities appear to be considerably over-burdened with work," he added.

Big demand for Kumagai Laing wins £100m job

The HK\$167.5 million (£12.5 million) flotation of the Hong Kong arm of the Japanese construction group Kumagai Gumi has been oversubscribed 212 times, despite the Hongkong and Shanghai Banking Corporation's clampdown on credit to brokers. The HK\$2.50 shares start trading on May 29, but are selling for up to HK\$4.50 on the grey market.

The civil engineering division of the John Laing Construction group has been awarded a contract worth more than £100 million for the main civil engineering works at the Sizewell B nuclear power station at Sizewell, Suffolk. Last month, the company won the £29.5 million contract for strengthening the Severn Bridge.

Ward White US issue

Mr Philip Birch's Ward White Group is seeking a US listing for its shares. It plans to raise \$18.5 million (£11 million) through the issue of 962,000 American Depositary Shares, representing four times as many ordinary shares. The issue involves less than 2% per cent of WW's issued capital, thereby keeping within the institutional guidelines for share offerings without pre-emptive rights for existing holders.

The move will help the group to expand Whitlock Corporation, its US autoparts retailer, according to Mr Birch. The US autoparts and accessories market is worth \$75 billion and lacks a dominant retailer, he added, and Whitlock has an excellent opportunity to expand both organically and by acquisition.

ADR trading for Attwoods

Attwoods, the waste disposal group where Mr Denis Thatcher (right) is deputy chairman, is being traded in the United States in the form of American Depositary Receipts. The ADRs are being traded on the Nasdaq Exchange with six market-makers. Attwoods has been building up a strong presence in Florida and the US accounts for about three-quarters of total profits.



Willis Faber up 8p on talk of plans for £1bn merger

By Michael Clark and Geoffrey Foster

Lloyd's of London may be about to witness one of the biggest mergers in its 300-year-old history if whispers in the stock market yesterday are anything to go by.

The word is that Willis Faber is ready to bid 520p a share for Stewart Wrightson, one of its main rivals. Such a bid would value Stewart Wrightson at almost £230 million and produce a company with a combined value of about £1 billion.

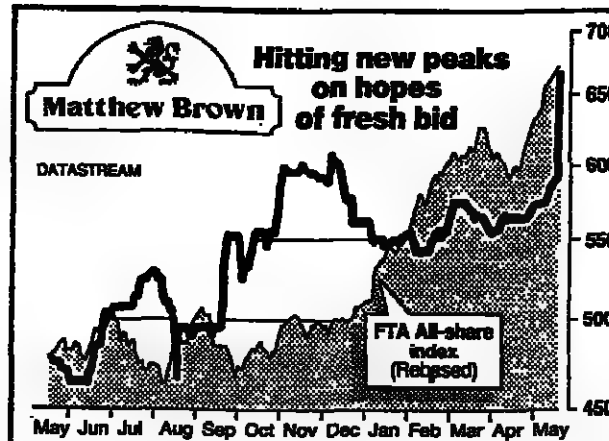
There was little indication in the Stewart Wrightson share price yesterday that a bid was on the way, with it closing only 1p firmer at 465p. But Willis Faber, which already owns a 20.7 per cent stake in Morgan Grenfell, the merchant banker, rose by 8p to 433p, after 435p.

In March, Stewart Wrightson disappointed the market by reporting 1986 pretax profit of only 15 per cent higher at £21.51 million. Last month, it announced plans to diversify into other areas with the acquisition of a London actuarial and benefits consulting company.

There was plenty of activity elsewhere in the financial sector. Salomon Bros, the US broking house, is reckoned to have spent about £20 million on behalf of one client. The stocks on its shopping list included General Accident, up 18p at 985p, Royal Insurance, 31p up at 966p, National Westminster Bank, 30p higher at 703p, Lloyds Bank, 31p better at 585p and Midland Bank, 15p greater at 703p.

The rest of the equity continued to surge to new peaks as investors continued to pin their hopes on a Conservative victory at the polls. Sentiment has also been helped by bullish economic news, including the better-than-expected retail sales announced earlier this week.

The FT index of 30 shares opened sharply higher and continued to grow in confidence, closing at its best



levels of the day, 22.6 points up at a record 1,719.0. The broader FT-SE 100 also jumped, by 22.2 points to a new high of 2,214.3.

Government securities sported gains of up to 2 1/2% at the longer end, supported by a stronger pound.

Among the leaders, ICI rose 50p to £14.45 and Glaxo 28p to £15.89. Woolworth's was another firm market, expanding by 16p to 880p. The Conservatives, if re-elected, intend to find an acceptable way forward for Sunday opening. This should be good news for

ALPHA STOCKS			Company Volume '000			Company Volume '000			Company Volume '000		
Allied-Lyons	8,100	English China	346	Rank Org	858	Rank Org	858	Rank Org	858	Rank Org	858
Amstar	2,800	Fisons	341	Rank Hovis	685	Rank Hovis	685	Rank Hovis	685	Rank Hovis	685
Anglo	750	Gen Accident	1,500	Redland	2,800	Redland	2,800	Redland	2,800	Redland	2,800
ASDA-MFI	11,000	GED	16,000	Reckitt Colman	248	Reckitt Colman	248	Reckitt Colman	248	Reckitt Colman	248
Ass Br Foods	2,500	Glaxo	673	Reed Int	738	Reed Int	738	Reed Int	738	Reed Int	738
BAT	7,300	Globe IT	55	Reunert	848	Reunert	848	Reunert	848	Reunert	848
Bartleys	2,600	Granada	5,500	RAC Group	322	RAC Group	322	RAC Group	322	RAC Group	322
Beas	1,100	Grand Met	789	RTZ	1,508	RTZ	1,508	RTZ	1,508	RTZ	1,508
Beecham	2,400	GUS 'A'	405	Rothmans	411	Rothmans	411	Rothmans	411	Rothmans	411
Blue Circle	385	GRE	832	Royal B of Scot	1,400	Royal B of Scot	1,400	Royal B of Scot	1,400	Royal B of Scot	1,400
BOC	5,300	GSH	9,500	Royal Ind	3,300	Royal Ind	3,300	Royal Ind	3,300	Royal Ind	3,300
Broom	5,300	Guinness	113,000	Satchi	687	Satchi	687	Satchi	687	Satchi	687
Britol	1,485	Hanson	4,800	Sainsbury (J)	3,300	Sainsbury (J)	3,300	Sainsbury (J)	3,300	Sainsbury (J)	3,300
BPCC	7,100	Hawker Siddeley	718	Seas	7,300	Seas	7,300	Seas	7,300	Seas	7,300
Br Aurangzeb	1,000	Hilldown	3,000	Sedgwick Gp	1,300	Sedgwick Gp	1,300	Sedgwick Gp	1,300	Sedgwick Gp	1,300
Br Airways	20,000	Imp Chem Ind	1,000	Shell	2,500	Shell	2,500	Shell	2,500	Shell	2,500
Brit Corn	2,000	Jaguar	2,900	Smith & Nephew	1,200	Smith & Nephew	1,200	Smith & Nephew	1,200	Smith & Nephew	1,200
Br Gas	10,000	Ladbrokes	2,000	STC	2,200	STC	2,200	STC	2,200	STC	2,200
Br Petroleum	3,700	Land Securities	4,300	Stan Chart	1,800	Stan Chart	1,800	Stan Chart	1,800	Stan Chart	1,800
Brit Telecom	6,300	Legal & Gen	2,000	Storehouse	2,400	Storehouse	2,400	Storehouse	2,400	Storehouse	2,400
Britel	6,300	Lloyds	2,800	Sun Alliance	1,800	Sun Alliance	1,800	Sun Alliance	1,800	Sun Alliance	1,800
Britol	6,300	Lonrho	906	Tarmac	4,300	Tarmac	4,300	Tarmac	4,300	Tarmac	4,300
Burnd	510	Martie & Spencer	3,500	TBS PYP	3,500	TBS PYP	3,500	TBS PYP	3,500	TBS PYP	3,500
Burns	3,800	MSPC	2,800	Tesco	1,700	Tesco	1,700	Tesco	1,700	Tesco	1,700
Cable & Wireless	7,800	Midland	1,600	Thorn EMI	2,800	Thorn EMI	2,800	Thorn EMI	2,800	Thorn EMI	2,800
Cadbury Schwepp	27,000	Net West	8,100	Trafalgar House	487	Trafalgar House	487	Trafalgar House	487	Trafalgar House	487
Castle Virelle	650	Next	1,100	Trusthouse Forte	4,400	Trusthouse Forte	4,400	Trusthouse Forte	4,400	Trusthouse Forte	4,400
Com Union	1,200	P & O Dird	1,800	Unigate	1,300	Unigate	1,300	Unigate	1,300	Unigate	1,300
Corn Goldfields	1,500	Pearson	1,400	Unilever	1,200	Unilever	1,200	Unilever	1,200	Unilever	1,200
Coverdale	1,500	Pittman Bros	885	Utd Biscuits	1,400	Utd Biscuits	1,400	Utd Biscuits	1,400	Utd Biscuits	1,400
Dea Corp	9,000	Plassey	3,700	Wellcome	4,800	Wellcome	4,800	Wellcome	4,800	Wellcome	4,800
Doonee Gp	7,800	Prudential	758	Whitbread 'A'	1,100	Whitbread 'A'	1,100	Whitbread 'A'	1,100	Whitbread 'A'	1,100
		Racal Elcot	7,100	Woolworth	888	Woolworth	888	Woolworth	888	Woolworth	888

Stock prices on page 31

STOCK MARKET

TEMPUS

BA flies into area of low visibility

British Airways had a narrow escape last year. Had it not been for the precipitate drop in the oil price, which caused its fuel costs to drop by £199 million, BA would have made a loss.

Already this year, dollar-denominated aviation fuel prices are up about 3 per cent, a sobering thought for shareholders who are showing a 98p-a-share profit on their partly paid shares, and who will be asked for another 60p in August when the second instalment is due.

And the beneficial impact of a weakening dollar on fuel costs will be diluted now that BA is buying dollars forward on a much bigger scale than hitherto.

On other fronts, however, this year is starting well for British Airways.

The combination of higher traffic, forecast to be up about 6 to 8 per cent this year, and an increase in BA's carrying capacity of 5 per cent, mean the all-important load factor will be up.

Staff costs could be up another 10 per cent owing to seniority drift, overtime and wage negotiations due later this year. The head-count could also rise marginally.

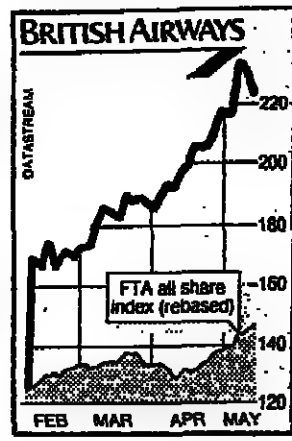
Competition is likely to keep fares flat, although much depends on fuel prices.

But revenues are looking good at the moment, and first-quarter comparisons with last year's results, depressed as they were by Chernobyl and terrorism fears, will be favourable.

However, exposure to currencies, oil prices, world politics and terrorism makes airlines more susceptible than most businesses to the "if it can go wrong, it will" syndrome, and revenues later in the year could be more volatile. Comparisons with last year's strong second half will also be more difficult.

Other things being equal, pretax profits should be between £235 million and £240 million, to give a prospective multiple of 10. This is a shade cheaper than the Far Eastern airlines, but then they are growing more quickly.

While it may be too early to sell, it is almost certainly too late to buy. A good first quarter may add another 15p to the share price, but some shareholders may decide to "cut and run" before the final call.



Allied Lyons

Apart from costing Allied Lyons some £14.3 million to fend off John Elliott has certainly heightened its awareness of the importance of having City institutions on its side. Hence its corporate advertising campaign and the forthcoming Concorde extravaganza to explain its Hiram Walker acquisition to the unknown.

In spite of yesterday's surge in profits, the company still has its sceptics: gains on property and investment disposals contributed a welcome £34 million to profits. Extraordinary items of £39.8 million were taken below the line, therefore not affecting earnings.

The case for the Hiram Walker purchase must remain on the files as "not proven" for the time being. Three traditionally weak months of Hiram are included in these figures. It contributed profits of £21 million, whittled down to a net £4 million after taking into account interest charges and minority interests.

The word from the analysts' briefing yesterday was that Allied expected Hiram to produce profits of at least £250 million (£115 million) in the year to September 1987.

Meanwhile, profits and margins improved in all three divisions - beer, food, and wine and spirits. The sceptics estimate profits for the current year at £395 million with earnings - based on a 32 per cent tax charge - of 34.4p, giving a p/e ratio of 12.5. More believing souls calculate it at about 11.5, with profits at £455 million and earnings at 37p. Neither is very demanding.

Sainsbury a wise buy

J Sainsbury was recently voted top of a league of 160 British companies by stockbrokers' analysts, investment trusts and life assurance companies. But having awarded such an accolade, the City tends to be critical of the chosen company's subsequent performance.

When Sainsbury reported a 28 per cent increase in pretax profits, its share price fell 4 per cent, reflecting the fact that the marked widening of retail margins in the first half was not repeated in the second half. Even so, margins widened by 0.75 per cent to a record 6.19 per cent during the year - well above the industry average.

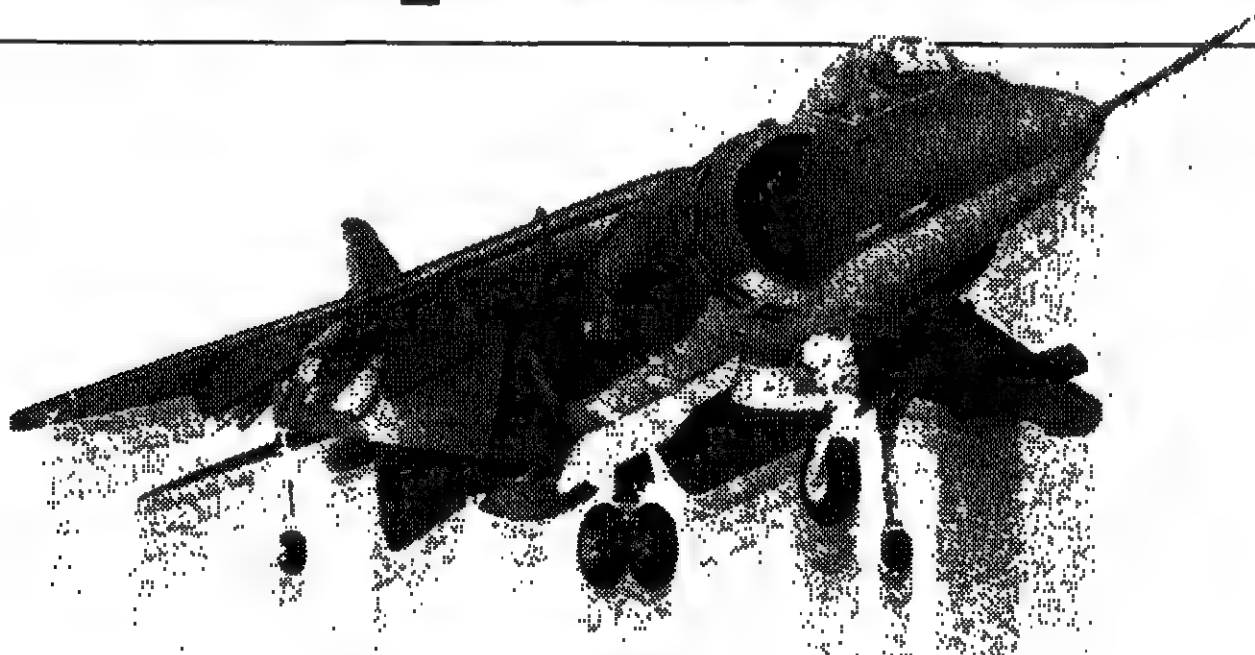
This year may prove to be one of modest margins growth, but longer-term, Sainsbury has the potential to enhance its margins further and win market share. Of the 50 new supermarkets planned for the next three years, less than 15 per cent are outside the group's traditional southern stamping ground.

Newly-opened outlets are more efficient and thus more profitable. Larger stores also have a different sales mix as they have more space for higher-margin fresh foods.

Emphasis on profitability remains the force behind Sainsbury's success. The introduction of check-out scanning equipment, now in 100 stores and covering 48 per cent of sales, has contributed to the 9 per cent profitability improvement in the past two years. Nearly all Sainsbury's branches will have scanners within two years.

Good food costs less at Sainsbury but the market still expects investors to pay for quality. The shares provide ideal exposure to the sector but buyers should be prepared to pay a 40 per cent premium to the market to participate in the group's future success. But short-term weakness may offer a bargain.

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EXTRACTS FROM THE STATEMENT OF THE CHAIRMAN, MR. W. E. C. DABBANS

Your Directors have pleasure in reporting a profit for the year ended 30th April, 1987 of £1,750,000 after providing for rebate, taxation and a transfer to inner reserves. A final dividend of 2.5 pence per Ordinary share is proposed making a total for the year of 8.75 pence, the same as in the previous year.

During the year under review there have not been many changes in official rates. Base Rates started at 10 1/2% and ended at 9 1/2% - having risen to 10% in October. This apparent stability, however, masks many trends in market rates. There was a period last Autumn when sterling came under pressure, mainly brought about by a fall in the price of oil which eventually resulted in a 1% rise in Base Rates. Apart from this the market has for most of the time been pushing for lower rates but has come up against stonewalling obstinacy on the part of the authorities. We seem condemned to having to live for most of the time with an inverted rate structure which unfortunately erodes much of the profit when rates do eventually fall and rates reflected an underlying unease about the continuing rapid growth in the monetary aggregates, the rise in house prices, the level of pay settlements and the balance of payments which have all necessitated a greater degree of caution than the optimists had been prepared to believe in.

I am sure that you are all aware by now of the successful conclusion of the takeover bid which your Company made in March 1986 for the issued Ordinary Share Capital of Smith St. Aubyn (Holdings) PLC. Following on the acquisition of complete control, the businesses of the two Discount Houses have been merged to trade under the name of King & Shaxson Ltd. We welcome Mr. J. D. Mackinnon to the Board of King & Shaxson Holdings PLC and King & Shaxson Ltd and Mr. L. T. Allen to the Board of King & Shaxson Ltd.

A part of the enlarged capital base of your Company resulting from the takeover has been used to fund King & Shaxson Money Brokers Ltd, our new wholly owned Stock Exchange Money Broking subsidiary. The satisfactory start that this Company has made fully justifies the decision made by your Board to seek a fee earning niche in the post Big Bang market rather than the option of market making. I am sure that the Group will continue to benefit from its operations.

At the time of writing the date of the General Election has just been announced. Consequently we are faced in the immediate future with a period of considerable political uncertainty. The markets have greeted the approach of this date with a wave of euphoria. Base Rates have fallen to 9% but reality will determine whether this has been justified. I am certain that the authorities will be prepared to fight against any further falls in interest rates unless forced by extreme movements in exchange rates.

At the present time a firm recovery is taking place in the economy. Although M0 seems to be within the target range, M3 is expanding at an alarming rate. In addition, credit is too readily available - witness the record growth in March. The recent flows of foreign money across the exchanges have only accentuated the problem and left the authorities on the horns of a dilemma. There is no internal justification for lower interest rates - indeed it is highly likely that the new Government will have to introduce measures to reduce monetary growth to prevent the return of an inflationary cycle. History does not always repeat itself but one must bear in mind the lessons of the 1970s when the Government had too lax a monetary policy. Copies of the 1987 Annual Report and Accounts may be obtained from the Secretary, King & Shaxson Holdings PLC, 32 Cornhill, London EC3V 3PD.

فكرنا من الأصل

Readicut reaps benefits of expansion with 86% jump

By Joe Joseph
Readicut International, fattened by recent acquisitions and reaping the benefits of the restructuring it underwent a few years ago, boosted pretax profits by 86 per cent to £10.51 million in the year to March.

Half the rise at the specialist textiles and carpets group can be traced to recent purchases. Over the past two years, under the chairmanship of Professor Roland Smith, Readicut has added a number of profitable acquisitions to its basic structure.

Last November's purchase of Drake Fibres gave Readicut a large slice of the British market for polypropylene staple fibres, while two companies brought into the fold in 1985 - Russells Rubber and Brammer Transmissions, which make rubber seats and belting - this time contributed a full year's return to the results.

Turnover rose by a fifth to £146.89 million, with earnings per share up from 4.25p to 5.95p. There is a final dividend of 1.93p, making 2.18p for the year - 34 per cent more than for the previous 12 months.

Drake has allowed Readicut



On the look-out for acquisitions: Readicut's Alan Dodman

to move into finer-denier polypropylene than was possible with its other fibres arm, Plasticisers, which supplies coarse-denier polypropylene fibre, mainly to carpet-yarn spinners. The aim now, backed by a sizeable investment programme, is to steer

Drake into even finer yarns suitable, perhaps, for nappy coverings.

"There are big opportunities out there for polypropylene," said Mr Alan Dodman, Readicut's managing director. "It's a big and growing market."

One black spot has been Irish Spinners, which spins yarn for Aran-style sweaters. The company, suffering from the downturn in US tourism last summer, capped several years of low returns with a £260,000 loss last year. Readicut is shutting it down and has provided £1.48 million for closure costs.

Prospects otherwise look bright. The furnishings division has been given a lift by securing the contract to supply car carpets for Nissan's growing British production, while store refurbishment programmes carried out by retailers such as Marks and Spencer have helped the commercial carpeting section.

Happy with its recent purchases, Readicut is looking for more.

"We have strong plans to expand the present business but we would also like to go on acquiring," said Mr Dodman. "We are looking for further acquisitions, probably in the textile-related field, but not necessarily."

He added that the company already had one or two targets in sight. "If we could find another Drake, for example, we would be very happy."

DSC to raise £2.6m

By Our City Staff

Stock Exchange dealings in the shares of DSC Holdings, suspended last Thursday at the company's request, resumed yesterday after DSC announced it was raising a net £2.6 million for expansion by issuing 4.68 million new shares at 58p each.

Mr Ian Wilkes, the chairman, said the extra capital would allow DSC, which makes and distributes record-playing stylus and accessories, to exploit opportunities to extend existing distribution activities, and expand into related distribution areas such as the communications and computer sectors.

Existing shareholders in DSC, formerly known as Diamond Stylus, will be offered 785,002 of the new shares by way of a one-for-four rights issue at 58p.

After the transaction Mr Ronald Price will join DSC's board as managing director, and Mr Andrew Croft as a non-executive director. They will represent the associates who will control just under half of the enlarged group.

DSC crawled back to a pre-tax profit of £8,800 in the half-year to September, from a loss of £64,328.

COMMENT Kenneth Fleet

Manifestos make dull reading for the City

Yesterday saw the publication of the two main party manifestos. Today is the last day when it would be politically prudent to engineer a cut in bank base rates before June 11. The Bank of England, which for a week has adopted a proper neutral role, gave just a hint that the strength of sterling might force its hand, on a day when the latest money supply figures are published.

The Tory manifesto is intended not to be the iceberg document Margaret Thatcher dubbed Labour's manifesto in advance. If that is true, and all is revealed therein, it will be a dull time in financial and industrial policy. The manifesto pledges to "continue tax reform" but there is no indication exactly how the Chancellor will extract himself from the mire of special interests in which tax reform is bogged down. Pension and mortgage tax reforms, put off for the last Parliament, make no more than a token reappearance. There is no mention of the long-delayed reform of personal allowances.

Most disappointing are the projected plans for privatization. Apart from British Airways (delayed in election fog) we are promised the water authorities, shorn of river regulation, and electricity. Regulation of electricity is promised but there is conspicuously no mention of competition. If the monopoly were simply recast, there would be little hope of undoing the artificial monopoly in coal. Indeed, the saddest thing about the privatization proposals is that they focus on the top money-raising targets: monopoly utilities. There is no mention of industries where competition and a return to the private sector would do most good.

Labour's manifesto, let alone that of the Alliance, will only become required reading in City parlours if the opinion polls start moving smartly in their favour. From an Alliance government the main financial threat lies in immediate extra spending plans to help employment. "Audited" at a gross £3.6 billion (net £1.75 billion) which "will be met from our planned expansion of the economy". The Alliance appears at the last moment to have avoided falling into the elephant trap awaiting opposition parties. Higher spending, combined with abandoning privatization, would give a double boost to public borrowing. Beneath the manifesto surface, the Alliance appears to be planning to sell the rest of British

Telecom and British Petroleum to tide the Exchequer over.

Labour's plans include even more spending, industrial interference, reversing privatization and taxing overseas portfolio investment back to Britain. The real problem lies not in the programme itself (which is not a flight into socialism as we understand it) but in Labour's predilection to appear as nasty as possible to the City. The more sophisticated might see through this to the generally bland if unhelpful programme beneath. But gut reactions would determine the immediate financial effects, which could be dire.

Big waves in MSC

Someone is again making waves in the dark waters of the Manchester Ship Canal Company. On Monday, the ordinary shares of this great relic of the Edwardian era doubled from the £8.70 where they had been idling since early March when the rumbustious but retiring John Whittaker - Isle of Man and Spanish tax exile, successful architect of property company Peel Holdings and head of Highams - seized control through 80 per cent of the (voting) preference shares and a third of the ordinary. Yesterday, the shares came back to £10.50 after the company had disclaimed knowledge of things afoot; but the fact is something has to happen in this riveting, if bizarre situation.

Diligent efforts have put the company back on a profitable basis. The lure for Mr Whittaker, and others, however, is the redevelopment of the company's land and property bordering the canal, in particular the proposed Trafford Centre, a mammoth shopping development just four miles from the middle of Manchester. A decision by the planning authorities is expected early next year: the value of their consent may be worth £10 a share.

Mr Whittaker, whose bid at £6.25 a share failed early this year (he cannot bid again before August 15), is in a corner where he has management control but is unable to unlock the company's value without treating (and treating fairly) with the majority of ordinary shareholders. The latter include seven corporate and institutional shareholders, "whipped" by former chairman Nicholas Berry, with more than 25 per cent. Provided they stick together, the shareholders should get their due reward and the old MSC continue its regeneration.

Profits of £7.12m for Yorkshire TV

By Michael Tate

Yorkshire Television yesterday unveiled an increase in profits from £5.5 million to £7.12 million for the six months to end-March.

The figures would have been better, said Mr Paul Fox, managing director, but for the £3 million spent on producing two romance films for the international market.

These were made last winter but will not start earning until this weekend when the first, *Dreams Lost and Dreams Found*, is shown on independent television for the first time.

The other, *Cloud Walker*, will be screened in Britain in September. Both have been sold to the US market and will be important dollar earners. Yorkshire is encouraged enough to begin production of another film in July and has three more in the pipeline.

Commenting on the North-South divide, Mr Fox said: "It's nonsense. We increased advertising sales by 15.3 per cent in the six months to March 31, compared with the 12.1 per cent industry average."

Good ratings, high visibility and a first-class sales team were the reasons for Yorkshire's success, he said. Group turnover was £61.9 million against £54.8 million last year. Earnings per share are up from 9.92p to 12.93p a share and the interim dividend is 3p, compared with the 2.5p the directors say they would have paid had the shares been listed a year ago.

Yorkshire TV came to the stock market last August, offered for sale at 125p a share. They closed yesterday at 340p.

McCarthy & Stone widens range of sheltered homes

By Alexandra Jackson

McCarthy & Stone, the leader in the sheltered housing field in Britain, is broadening its product range to appeal to the younger retired and to the more discerning older retired.

The company has applied for planning permission to build a sheltered village community, as part of a move into the "first-time" retired market, comprising cottages and bungalows as well as the group's traditional sheltered apartments on a seven-acre site near Witney, Oxfordshire.

Speaking after the announcement of a 51 per cent increase in pretax profits to £7.6 million for the six months to the end of February, Mr John McCarthy, chairman of McCarthy & Stone, confirmed his optimism in the sheltered housing market.

He said: "Our rate of growth continues at a gallop". The market available to the group had been significantly enlarged by broadening the product range.

The group sold 839 units in the half year compared with 670 units in the same period last year.

The average price was £39,450, an increase of 13 per cent on last year. Prices should have risen by more than 15 per cent by the year-end. The shares fell 12p yesterday to 448p.

Analysts are expecting the group to complete 2,400 units for the year to the end of August and report pretax profits of £23 million.

McCarthy & Stone is active throughout Britain and has embarked on developments in

France and the Republic of Ireland.

It has a holiday complex in Spain and has just opened its second residential and nursing care home in Upton on the Wirral, Cheshire. There are three more care homes in the pipeline.

McCarthy & Stone's sheltered apartments were until last year aimed at the middle segment of the elderly retired market with a basic medium-priced product.

It has recently introduced two other categories of retirement apartments to cater for the top end of the market.

McCarthy & Stone also intends to provide leisure facilities in certain developments, particularly those aimed at the higher end of the market.

UK steel users in quotas plea

By Edward Townsend, Industrial Correspondent

Britain's largest steel users, including the motor and domestic appliance industries, have appealed to the European Commission to relax production quotas on the British Steel Corporation which, they claim, is in danger of incurring heavy fines for meeting buoyant domestic demand.

The BSC, top of the list for privatization should the Conservatives be re-elected, is being penalized, consumers say, for being the most efficient and productive steel producer in Europe.

Steel output in Britain in April, including that of the private-sector steel mills, was 28 per cent higher than a year earlier and while this is the peak time of the year for steel output, the BSC's production

increase is a reflection of the improvement in the economy and better demand from the construction and consumer products industries.

The UK users, represented by the British Iron and Steel Consumers' Council, have told the European Commission for Industry, Mr Karl-Heinz Narjes, that the BSC is having to exceed its quotas for steel production and deliveries within the EEC "and is consequently in danger of having to pay heavy fines".

No other EEC producer, says the council, appears to be similarly placed "or not to anything like the same extent".

The council's chairman, Mr Astley Whittall, has told Mr Narjes and Mr Giles Shaw, the Minister of State for Industry:

"This puts the BSC under pressure to set its prices higher than they would otherwise be or to reduce the funds available to it for further vitally needed investment."

"Either way, the interests of British steel users are adversely affected and indeed discriminated against compared with other users whose main suppliers are not so affected."

Mr Whittall has told Mr Narjes that users recognize the necessity of maintaining quotas for stripmill products, plate and heavy sections "for a strictly limited period" but not beyond the end of 1988.

He said: "It would, however, be intolerable if the present or any future quota system continued to result in the BSC having to pay heavy

fines simply for meeting its regular customers' orders."

The BSC declined to comment on quota or price issues but it is clear that the corporation, the most profitable and lowest cost-integrated steel producer in Europe, would be prepared to pay fines - as it and other producers have in the past - to retain customer loyalty.

The present quotas, calculated on a complicated retrospective formula, also do not take into account the recent growth of Britain's economy.

Ironically, booming economic conditions in Britain are causing difficulties for what was once one of the heaviest millstones around the Government's neck.

Peskett's claim to fame

Peskett's Peerage could soon be joining the ranks of Burkes and de Bretts on the book shelves of Britain's aristocrats and their followers. Genealogist Hugh Peskett, the man who first traced Ronald Reagan's ancestry to Ireland, is set to become editor of a completely new peerage reference book, with backing from millionaire American lawyer Vandenberg Hall, Angliophile Hall, 51, and a claimant to the dormant Fitzwilliam title, tells me from his north Virginia home that he too is interested in buying the partially bankrupt Burkes Peerage business - following my revelation earlier this week that former journalist Robert Smith hopes to acquire it for about £150,000. "It all depends on the price," he says. "If it goes too high, then we'll simply start our own - called Peskett's Peerage." Peskett, who claims he himself is owed £12,500 by Burkes, does not spend all his time pursuing American presidents. In the past 18 months he has proved no less than three claims for dormant peerages - for the titles Annandale, Borthwick and Dunmore.

Priceless tune

Pop star Michael Jackson recently sold the Beatles song Revolution to Nike shoes for \$500,000. But, as if to show that not everything has a price at its head, defiant singer Bruce Springsteen has refused the rights to his chart-topping *Born in the USA* track

THE TIMES CITY DIARY Guinness revving up

Guinness, known nationally for its sponsorship - until recently - of London football team QPR, is, I hear, turning its attentions to motor racing. Senior Guinness marketing executives were spotted in earnest conversation with Guy Edwards - the former Formula One driver now responsible for finding sponsors for Jaguar's racing team in the US - at Silverstone the other

day. If Guinness decides to back Jaguar, it could be on to a winner for once. Scottish entrepreneur Tom Wilkinson, who used to be a team driver for Ford and BMW, has just returned from France where TWR - one of his 17 companies - has been preparing Jaguars for the Le Mans 24 hour race to be held on June 13. The Jaguar team is, I hear, in with more than a chance.

despite a \$12 million offer from Chrysler. Chrysler, which had hoped to use the record to promote its new car, has now been forced to change its advertising jingle to *Born in America* - even though the car in question is, I'm told, manufactured in Canada.

Going for gold

Consolidated Gold Fields' gold guru George Milling-Stanley, former FT journalist and author of the authoritative *Gold 1987* survey, is a man who puts his money where his mouth is - well, almost. During his extensive travelling to collect information for the gold survey - away from London for 24 weeks out of the past 52 and visiting 55 cities in 40 countries - he is often pressed into making sidebars with local experts about where the gold is going. This week alone, his winnings netted him

DM30, SF30 and one lunch at Rules. George disappoints me on one point, though. He collects his winnings in currencies - not gold. His book for the current year is, however, now open...



"With the right sort of marketing, we could probably export it"

Bucking the trend

One of the apparent casualties of Big Bang has been investment information on smaller public companies. According to David Owen, the former PR boss at Vickers now running his own show, and his partner David Butler, one-time Manchester stockbroker, brokers are now providing less and less information on the second-handers because they generate insufficient commission. This trend has also been noted by Inter-Company Comparisons which chronicles brokers' research. So Owen and Butler have decided to cut out the middle man and provide circulars for institutions, commissioned by the companies themselves. If that sounds more like PR than independent and objective research, Butler argues it is better than nothing. Their reports will give fund managers all the facts that would normally appear in a circular, although, to keep within the rules, no profit forecasts will be made. Fund managers will, presumably, be left to fill in the section on "buy, sell or hold" themselves.

● *C'est la vie.* McCarthy & Stone, developers of sheltered housing for the elderly, have found it necessary to make an important alteration to the highly successful formula which has brought them fame and fortune in the UK. The design of apartments soon to be built at Grasse in the South of France has to include a wine store to ensure they appeal to merrier Continental grannies.

Carol Leonard

ADVERTISEMENT

PLESSEY HOTLINE PLESSEY H

STROMBERG-CARLSON RINGS UP 600,000 LINE SALE TO BELL

South Central Bell is buying 600,000 Digital Central Office lines from Stromberg-Carlson, the Plessey subsidiary in North America.

The order is worth approximately 100 million dollars. Some 150,000 lines are scheduled for shipment in 1988, and 450,000 lines for 1989 and 1990.

MAJOR ADVANCE

In commenting on this contract success, Plessey Chairman and Chief Executive Sir John Clark stated it was a most important breakthrough for Plessey Telecommunications in North America.

"Beyond doubt this establishes Stromberg-Carlson as the first and strongest contender for third supplier to the regional Bell market."

"It totally vindicates the Plessey strategy to acquire a manufacturing base for telephone main exchange equipment in North America."

Announcement of the order followed a digital switch by BellSouth Services, and the successful takeover of a \$372-line Stromberg-Carlson exchange at South Central Bell's wire centre in Batesville, Mississippi.



A Stromberg-Carlson DCO exchange

Stromberg-Carlson is also installing DCO exchanges for trial by Pacific Bell, and has orders for DCO cellular switching centres from South-Western Bell and BellSouth.

MILLIONTH LINE FOR PLESSEY ISDX

The Plessey ISDX digital business exchange, with sales worth £250 million inside four years, has reached another landmark.

The millionth line has now been installed - in London, for Prudential Corporation, in an ISDX network featuring the latest DPNS (digital private network signalling system).

This has been supplied by Plessey Communication Systems Ltd, one of Britain's leading providers of large business systems of over 300 extension lines.

The ISDX, which is also sold by British Telecom and Telephone Rentals in the liberalised UK market, is designed and

manufactured by Plessey in Nottingham.

It has been a key factor in the Plessey rise to third in the world as a supplier of digital private switching systems.

More than 50 private telecommunications networks use Plessey ISDX technology. These include Fastnet, a vast nationwide link-up recently installed for the British Army.

New contracts include Bexley Borough Council, and a sixth contract from the Automobile Association.

Watchman Radar for Teesside

Plessey has won another major civil UK contract for its best selling Watchman radar system, from Teesside International Airport.

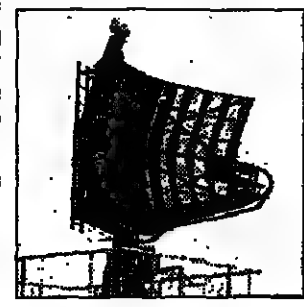
Teesside is replacing old radar services to meet continued growth in business and

domestic traffic and international holiday charters.

Its specific requirements include surveillance radar approach to within one nautical mile from touchdown.

Watchman radar is able to meet these requirements with a single medium-power transmitter, based on a travelling wave tube amplifier.

It also gives very effective anti-clutter and anti-rain performance to detect very small targets even in the most adverse weather.



A Plessey Watchman radar

PLESSEY
The height of high technology

LONDON TRADED OPTIONS

[illegible]

WALL STREET

Dow recoups 10 points

New York (Agencies) - Share prices, attempting to shake off a decline of 66 points in two days, opened higher in moderate volume yesterday. The rise was helped by the steady dollar and bond markets. Technology and oil shares inched higher. The Dow Jones industrial average rose by 10 points to 2,268.66 in early trading yesterday.

May 19						May 18						May 17						May 16						May 15						May 14					
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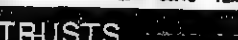
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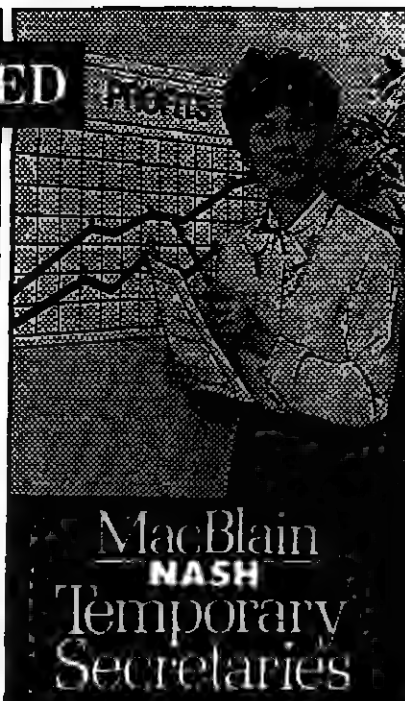
Make sure your skills and assets are appreciated in full.

As one of London's leading temporary agencies for top level secretaries we can offer you a wide range of senior assignments.

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£7,750 WITH TRAINING

Your love of variety and flexible approach will allow you to get involved in research, presentations and freelance interviews. Training given, but experience appreciated with typing & w/p skills. Please Marie Wasthorne.

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£13,000 + BONUS

A career opportunity exists with this international company as assistant to the administration manager. Computer experience & supervision on building maintenance plus first class control is essential. Please Marie Wasthorne.

STAFF INTRODUCTIONS
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A CAREER IN BROKING £10,000 PLUS

Move away from secretarial when you train with the largest brokers in the UK to deal and process business. Their expertise is property, so a training or insurance background helps. With shorthand and/or audio. Call Lynn Lait.

TRAINING IN LUXURY HOTEL

For a people loving person who enjoys organising, this training post offers scope to progress. In banking you will learn your trade. Copy typing of 45 wpm needed to secure a generous and exciting career. Call Lynn Lait.

STAFF INTRODUCTIONS
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COLLEGE LEAVER PA - c £9,000

Free cinema tickets, full training on all technology plus your own areas of responsibility to you in this exciting first job. Join young energetic, energetic Director of large Mayfair company. With good secretarial skills & some numeracy. Call Caroline Wallinger.

PUBLIC RELATIONS £10,000+

MORTGAGE SUB

Checking press releases, layout of brochures and co-ordinating press cuttings is part of the varied post. If you are willing to enjoy telephone liaison and have good secretarial skills ring Caroline Wallinger.

STAFF INTRODUCTIONS
01-436 6951

Secretaries

Something special in store

Undergoing a programme of rapid nationwide development this major store group, based in the West End, occupy a much envied position in the retail world. Their story is one of style and success—success based upon style in fashion, leisure goods, and home furnishings.

To achieve and maintain such prominence requires commitment by enthusiastic ambitious staff at all levels throughout the company. That is where you come in.

Secretary to Sales Director **c£11,000**

Very much a Personal Assistant's role, you'll have the experience, maturity and personality to cope, often single handedly, with a hectic and varied workload. Outgoing, personable and friendly, it's an ideal opportunity to impress your style on this busy sales department.

Personnel Secretary **c£9,000**

Working on a variety of recruitment activities, this is the opportunity to make the best of your experience in a personnel environment. Bright, enthusiastic and well-presented, your first class secretarial skills will be invaluable in this often hectic environment.

Marketing Secretary **c£9,000**

In a wide range of advertising and promotional activities this is the opportunity to make your mark. To succeed in this media-led department you'll need excellent organisational skills, plenty of enthusiasm, and an ability to take the initiative.

Training Department Secretary **c£9,000**

If you're level-headed, enthusiastic and work well under pressure, you'll thrive on the responsibilities that go with this position. Involved in all aspects of setting up and running training courses, your organisational skills will be tested to the full.

In return this high-profile organisation will offer excellent company packages, including attractive salaries, a wide range of benefits, and potential for rapid progress.

Take the initiative. Forward a comprehensive CV quoting ref. MD 1329 to the Confidential Reply Supervisor, Macmillan Davies, Salisbury House, Bluecoats, Hertford, Hertfordshire SG14 1PU. As we will be forwarding your CV direct to our client, please state on a separate piece of paper any companies to whom we should not forward your details.

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Get the taste of summer... sunshine on the streets... the buzz of the wine-bars... and the bustle and excitement of summertime temping. Looking for a cool scene this summer? We've got the cream of the crop already on ice. Elite clients... super assignments... tingling variety... all served up for you in a warm and welcoming style. This summer enjoy the best of London — and earn wealth beyond the dreams of avarice!

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MERRYWEATHER

PERSONNEL SECRETARY

The Personnel and Administration Manager of an international bank in EC3 needs all round assistance from a team-spirited young secretary. The job offers enormous variety and to make the most of this opportunity, you will need to be well organised, good on the phone and keen to learn. If you have good skills (90/50/WP), 'O' levels and at least 1 year's secretarial experience, please call SUE 3535. Salary to £10,000 + mortgage subsidy.

Crone Corkill
RECRUITMENT CONSULTANTS

The City University

ACADEMIC REGISTRAR'S OFFICE

Secretarial & Publications Assistant

£7,374 to £8,728 p.a. inc.

A Secretarial and Publications Assistant is required to work in the central academic administration of the University.

Duties will include assisting with prospectuses, departmental brochures, newsletters, etc., and with general secretarial work for the office, ie, preparing minutes and other work for committees. The post may develop with increased emphasis on publications and with the possibility of progression.

Applicants must be competent typists with the ability to work on their own initiative, and have experience of or be willing to learn wordprocessing. Preference will be given to graduates and those with experience in an educational environment.

Benefits include season ticket loan scheme, generous holiday entitlement, and excellent sports and recreational facilities.

For further information and an application form, please send a written request by postcard to Ms Jane Cameron, Personnel Recruitment Assistant, The City University, Northampton Square, London EC1V 0HB.

Closing date 3rd June 1987.

SECRETARY

Research Services

A vacancy exists for a secretary to work for the Head of Research Services within the Sales Department of Central Independent Television based in Portman Square.

This senior position requires a well organised person who is capable of working on a one-to-one basis, able to use initiative and work under pressure which will require some flexibility. When the Manager is out of the office you must be capable of dealing with general enquiries and enjoy working on your own projects.

In return for first class word processing and shorthand skills, you will receive a competitive salary, luncheon vouchers and five weeks holiday. Experience in the fields of television and/or market research would be an added advantage.

Minimum age 24.
Interested? Why not ring our 24 hour answerphone for an application form on 0602 861135.

An Equal Opportunities Employer

CENTRAL

SECRETARY/PA

Applications are invited for the position of Secretary/PA to the Chief Executive of a private property investment company based in London WC1.

The person appointed will have good secretarial skills in addition to a responsible attitude, the experience and organising ability to cope with the demands of the position and accurate shorthand/audio in the order of 100/60. Salary negotiable circa £10,000 p.a. plus lunches and other benefits.

Please send CV to:

Mr D A Neeves,
GMS Syndicate Limited
32 Great James Street, Bedford Row,
London WC1N 3HB.
(no agencies please).

RECEPTIONIST/TELEPHONIST

c£9,000 - £10,000

We are an architectural and interior design practice of approximately 50 people, close to Tottenham Court Road Underground, and are looking for a Receptionist/Telephonist with typing ability.

Previous experience of this kind is essential, as is an outgoing personality and a pleasant professional telephone manner. If you fit this description, and enjoy working in a busy but friendly environment, please apply in writing with Curriculum Vitae to:

Carol Crook,
Rock Townsend, 33 Gresse Street,
London W1P 1PN
(No Agencies)

Senior Secretary for Partner

Edward Erdman/Leading W/End Surveyors.

As Senior Secretary to this successful and dynamic Auction Partner, you will be 30+ and play a key part in organising the work load of a busy commercial property Auction and Research Department.

With your good W.P. skills and communicating ability you will organise the departmental secretarial work load amongst the two other young secretaries and yourself.

You will need to be self motivated and able to deal with confidential work, and attend and help with administration of all Auctions.

Good working environment and attractive salary.

If you would like to be considered for this position please telephone:

Ruth Maudsley, Edward Erdman.
01 629 8191

EXEC SECRETARY

£10,500 plus Victoria

Lots of varied duties in relaxed PLC Board environment. Chairman is a darling! Travel, conferences, organising, recruitment and lots more. 100/60 speeds and discreet manner. Bonus inc.

Call SUZANNE DUNPHY
OFFICE ANGELS
01-630 0844

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Angels**
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PR c. £11,500

Work at the top as PA 25+ to Chief Executive of City Advertising Group. A charming ex-journalist, who event types? Your skills should be 90/60 with some WP experience. Excellent telephone manner and personality for tremendous client contact.

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21 Brompton Road, Brompton, London SW3 2ET

The Oil Business

to £11,000

A highly responsible role with the MD of this international petrochemicals company. With an excellent track record in top flight positions you will display both the personality and aptitude for the recruitment/supervision of secretarial staff, office administration, dealing with figures and exchange rates, and attending high level meetings in a representative capacity. You will also run the office smoothly and efficiently and deal with problems calmly in the MD's absence. Excellent typing, rusty shorthand and French requested. Call 01-493 5787.

GORDON-YATES

CHAIRMAN'S P.A. ADVERTISING

£13,500

He's fairly young, strong and fast with a substantial workload. You must be quick witted, prepared to be involved and a team organiser. Supervise teams of secretaries. 100/60 speeds.

Call DENISE BELSHAW
OFFICE ANGELS
01-434 5545

**Office
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RECRUITMENT CONSULTANTS

SECRETARY PA

c£10,500

MD of expanding group of companies involved mainly in design and photography in W1, seeks a first-class secretary.

Applicants should ideally be between 25-45, have 100/60 skills, enjoy organisation, have experience at senior levels, and be prepared to work as part of a team.

Tek Lynne on 439 7786 (no Agencies)

We are looking for an experienced, mature and responsible General Secretary with excellent secretarial and organisational skills, who, after a suitable test-period, could head our secretarial staff and set up and maintain a workable filing system for our vast and complex workload. If you are genuinely interested in applying for this position, please contact:

Miss Sherry Lee,
Igal Yawetz & Associates,
Architects and Planners,
20 Redfield Lane,
London SW5 0RJ
Telephone 370 0007 for further details
(No agencies)

PA WITH FRENCH

PUBLIC RELATIONS

£10,000

Small Public Relations company seeks self-motivated PA/Sec who can run the office and help deal with their leisure industry clients and the media. Some client contact in French. Good w/p skills and organisational ability essential. Age irrelevant. No agencies.

Miss Davis
01 242 1188

RECEPTIONIST/ TYPIST

We are a small West End property investment company seeking a young typist receptionist (21/22). She should have 65 wpm typing (audio), be conscientious and willing to be involved in all aspects of the business. Salary according to experience.

Cv's to be sent to:
Ms. A. Collier,
55 Queen Anne St.,
London W1M 8FA.

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No hassles. No let-downs. Just plain, simple high grade temping. A tasteful package of top jobs, elite rates and thoroughly professional service. If you have sound skills and experience, you should be talking to The Work Shop. Telephone Sue Cooke on 01-409 1232.

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EUROMONEY PUBLICATIONS PLC

COLLEGE LEAVERS

Euromoney, a leading financial information company based in the City, has several openings for college leavers with good secretarial skills (shorthand desirable but not essential). We are seeking bright, ambitious people who are looking for career opportunities within a fast moving company. If you have just left, or are about to leave secretarial college, and are seeking a career rather than just a job, we would be very interested in talking to you.

Please ring Mrs Diane Chaplin:
01 353 3101.

Euromoney Publications Plc,
Nestor House,
Playhouse Yard,
London EC4V 5EX.

Proud to be a Secretary?

Special Person... £10,000

For a true secretary... a true secretarial role with this Property company. Working with the Development executive and assistant you will fulfill a traditional role in your special way. As you become his 'right hand' you will liaise with clients and colleagues, organise meetings and diaries, make the office run smoothly and visit refurbishments to follow up on progress. Previous property experience, good typing and audio... and that extra ingredient mean you are the ideal choice. Call 01-493 5787

GORDON-YATES

Recruitment Consultants

EXPANDING ADVERTISING AGENCY NEEDS MORE HELP

RECEPTIONIST

You are one of the most important people in the team, the first point of contact between agency and clients. Everything you do must make the right impression. We need a second person to help run our reception area. Salary £8-9,000.

PA/SECRETARY

Our Client Services Director is looking for a personable and intelligent person to help co-ordinate his account handlers and clients. The job requires lots of organisational skills. Salary £9-10,000.

SECRETARY

We now require another person to provide us with help in running a busy department. If you have fast, accurate typing, enjoy working for a variety of people, this job could be for you. Salary £8-9,000.

Please write to Julia Richmond at:
Cannaway Ltd,
7-9 Charlotte Street,
London W1P 1HD.

The Drake Recruitment Consultants

21 Brompton Road, Brompton, London SW3 2ET

Senior Secretary

First Leisure Corporation, one of the brightest and fastest growing names in Leisure, is looking for an equally bright Secretary to service its Head Office Catering and Security Departments. You will need to be at least 22 years of age with first class secretarial skills including shorthand and audio. Word Processing experience would also be an advantage. With 2 years + secretarial experience you will be well organised, efficient and able to cope with a heavy workload. In addition the person we take on will have a lively personality and a good sense of humour! In return we offer a competitive salary in the region £9,250 - £9,500 per annum and generous benefits. Interested? Then write with full CV to Julia Burt, First Leisure Corporation PLC, 7 Soho Street, London W1V 5FA. Tel: 01-437 9727.

AN OPPORTUNITY TO EARN £12,000+

With a guaranteed bonus of £1,000

One of the UK's leading public companies has an opportunity for a young secretary to work with them for one year in their central London offices. The position would suit those who want security but the flexibility a contract offers. Good typing and W/P skills essential as is a good personality and a willingness to learn and be trained. (The position can offer an opportunity to move out of secretarial).

For more information call SUE GREEN in confidence on 437 4314.

THAMES TEMPORARIES - RECRUITMENT CONSULTANTS

IN THE CENTRE OF GOVERNMENT

PA/Receptionist

The key figure based in the heart of Whitehall requires a young secretary to become their PA and act as receptionist to all their visitors and guests. The position requires tact, commitment and would suit those currently working as a secretary in the professions or in a central government department. Salary is good as is the opportunity.

Please contact Brian MacBlain in total confidence.

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APPOINTMENTS
01-499 9175

SOMETHING FOR EVERYONE!

Secretaries - No Shorthand - £64

Due to expansion this highly successful, large but friendly, City company is recruiting secretaries of all levels. Their interests are extremely wide-ranging. You could be working as part of a team in the fast-moving entertainment/celebrity section or assisting a senior partner with management training. No specific experience is required but Audio and Word Processing skills would be useful. Lovely offices only a few minutes' walk from the Tube. Salaries range from £7,500 for college leavers to £12,000 for Senior PAs. Please ring 734 6080

CROSS
SELECTION
RECRUITMENT CONSULTANTS

FIRST JOB IN ADVERTISING

£8,000 + BENEFITS

If you have lots of energy and a strong, sociable personality then this leading Ad Agency would like to meet you. Working as Sec/PA to a small account handling group, you will be fully involved using your good communication skills, accurate typing and, hopefully, shorthand. Prospects for promotion are excellent. For more information please call:

Amanda Dawes
01 831 2401

Chalice
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21 Brompton Road, Brompton, London SW3 2ET

The Drake Recruitment Consultants

21 Brompton Road, Brompton, London SW3 2ET

CITY LOVER c. £13,000

Your experience in banking or insurance will secure the responsible PA post working for Chief Executive. Good audio, strong organisational ability plus experience to deal with VIPs. An all round package. Knightsbridge PA to £11,000. Senior secretary 25ish will find working for the Chief Accountant of this property co. an unusually varied and interesting role. 80/50 with a little shorthand. Call now on 01-493 9727 for an interview.

01-589 8807
JOYCE GUINNESS
RECRUITMENT CONSULTANTS

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PERSONNEL ASST
£9,500 + 3% m.o.r.
Prestigious Merchant Bank offers total involvement to a confident, outgoing person with 80/60 wpm + WP. Personnel exp. not essential for this young lively dept.

AUDIO SEC
£10,000 + M.O.R. Subs.
Organise this bank's marketing dept. and use your secretarial/WP skills to the full. Great benefits!

SENIOR SEC
£10,000
Working for Finance Director, your day will be busy and varied. Good SH/Audio skills are required + arranging diary, travel, Exc. benefits, superb working environment.

01-353 4722
SCRIPPLES OF FLEET STREET (PERS. CON)

ARTS - £10,500 + Bonus
Fluent French
This leading auction house needs a first class sec/PA to work in one of their busiest expert departments. The successful candidate will be strong in all the secretarial functions including typing in French and preferably French shorthand. Aged 25-40. Speeds 100/60 + audio + WP.

KNIGHTSBRIDGE
no shorthand
A secretary is needed to assist this young entrepreneur set up his office. The successful candidate will enjoy working on their own and will be trained on a PC. Good audio typing. Aged 34-40. Salary £11,500.

COBOLD AND DAVIS
RECRUITMENT LTD.
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W1. 01-493 7788

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Temporary
WP Secretaries - NOW

With skills of 100/60 wpm and a working knowledge of word processors. Long or short term assignments.
Telephone 01-439 0801 NOW!

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Temporary Secretaries
Carrington House, 130 Regent Street, LONDON W1 Tel: 01-439 0601
(Entrance in Regent Place above David Alroy's)

Small Screen : Big Screen
TV and Films £9,000

This is only a trailer for an exclusive! One company is a commercial television company, the other is an international film distributor. Working as PA with the Research and Marketing Director, or the Photographic Manager in Advertising and PR they are both super opportunities with excellent companies. Both roles have high interest and admin responsibility... both require bright and enthusiastic achievers. Liaising with USA companies, dealing with clients, preparing documents for the sale of TV time, shipping contracts worldwide... all this and lots more. With good skills, office experience and the desire to get involved... call 01-493 5787.

GORDON-YATES

MEDIA RECEPTION

Two receptionists are urgently needed for this very busy young company in Knightsbridge. In addition to your efficient telephone manner and reception skills you will have lots of opportunity to get involved in the office administration. Salaries £8,500 with early review.

Susan Beck RECRUITMENT
01-584 6242

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£12,500 ++

English mother-tongue secretary with fluent French needed for this W1 International Commercial Advertising Company. 50% French speaking. Considerable admin contact. No shorthand. 27+. Small friendly team. Fantastic opportunity.

UPTOWN PERSONNEL
1 The Arcade, Victoria, London SW1
Tel: 01-828 2727

COLLEGE LEAVER
£7,000-£7,500

Learn the ropes in either PR/Marketing or Property. If you have shorthand or audio skills and are looking for your first job in a bustling "people" environment then call me to get more data. JUNE START. Call Kay on 408-1631.

Middleton Jeffers

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£10,000 + Benefits
Excellent office in one of London's most elegant squares. The leading international company. The newly appointed Director of Sales needs a strong administrative assistant to assist him in dealing with sales targets, conferences and sales targets. If you want personal growth, if you want the chance to set up your own system, are a self-motivated person and have good communication skills, only Drake Personnel can help you.

BILINGUAL EXECUTIVE PA
£15,000

Excellent opportunity for first class PA with excellent shorthand typing skills to assist the Managing Director in a Property Company. Arranging travel, hotel bookings, travel arrangements and assisting him with his administrative duties. A person with a strong personality, with a proven track record, and commitment, and elegant presentation and telephone skills. Please call Drake Personnel on 01-493 0801.

ADNR
5 Skirwood Street, London W1V 7RA
MARKETING up to £13,500
Excellent salary and benefits (including mortgage subsidy) for a top PA/Secretary to work for the Vice President in Marketing of a well known financial institution. A confident individual, preferably in the mid 20s. WP experience essential.

BUSINESS ACUMEN up to £11,000
Our client, a young, well educated entrepreneur is looking for a capable assistant who speaks fluent French and German. Secretarial skills essential but just as important is an ability to deal with our client's business affairs and associates. A very interesting proposition with scope. Located just off New Bond Street.

THE ROLLS ROYCE OF WOOLLEN WEAVES £9,000
Our very prestigious client seeks a PA/Secretary to their M.D. It is a perfect placement for someone with good skills who prefers a calm, unburied environment steeped in history, and reliant on reputation.

For further information contact
Judith Seedhouse
on
01-734 9582
(Rev. Conn.)

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This week join an exclusive and upwardly mobile elite. The pick of London's prestige jobs. Rewards that pay full recognition to excellence. And something more. Longer-term career growth. Financially our pay structure reflects your development. So too our training unit where, without charge or obligation, you can bring yourself up to date with the latest in WP. Find out more about upmarket temping. Call today 01-493 5787.

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Rate increases 1st June 1987
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GORDON-YATES

CHESTERTONS

SECRETARY W9
£9,000
An experienced secretary is needed in our Little Venice Lettings department. Fast accurate typing and Wordstar 2000 experience are desirable.
This is more than just a secretarial job as we need somebody bright, smart, cheerful and dedicated.
If this sounds like you contact: Sharon Rogers, Manager Lettings, Tel: 01 285 4558
01 285 4522

NEGOTIATOR W2
Salary Neg

We are presently looking for a negotiator for our Hyde Park Lettings department. Experience is preferable but if you are bright, intelligent, energetic and energetic then we'll help you with the rest.
A full driving licence is essential. To arrange an interview please contact: Susan Fitz-Gibbon, Manager Lettings, Tel: 01 285 8800.

PR & TOURISM
to £9,500

Join this small but well established agency specialising in tourism. You will give support to 2 young account executives and help organise and attend various functions and events. Lots to get involved in and lots of client contact. Terrific prospects. 55 wpm typing and WP experience needed. Age 20+.

Please telephone 01 240 3531
(24hr answering machine)

Elizabeth Hunt

Recruitment Consultants
18 Grosvenor Street London W1

MAD ABOUT MARKETING?
£11,000

If you find marketing makes the world go round, this Marketing Director of a new division of a Merchant Bank needs your help.
He's looking for a quick, lean, happy secretary who enjoys dealing with the Press and who flourishes if confronted with new tasks. 80/60 wpm and WP needed. Late 20s.

To complete this picture, please contact us on
01-631 0902

JIGSAW

RECRUITMENT CONSULTANTS

France, Spain & Savile Row?

£12,000 + benefits

This is a genuine linguistic opportunity to join a world-beater working as Assistant/ Administrator (30% sec.) to a charming businessman in a fast-moving international company. You must be snappy, professional, have commonsense, you will have your own smart office and a helpful junior and limitless opportunities to use your initiative - arrange a cocktail party, meet clients, learn the business and be discreet. If you are 23+, have French and Spanish (English mother tongue) oral and written, and good shorthand and typing and some admin experience, then this Company needs you. Call 01-493 5787.

GORDON-YATES

SPECIAL EVENT AND CORPORATE ENTERTAINING CONSULTANTS

Experienced Secretary required to assist Marketing Manager of expanding company based in Fulham. Efficient and accurate secretarial skills essential, combined with an enthusiastic attitude and good team spirit.

Salary neg. + car expenses.
Telephone Eas Elliott, 01 381 6144

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PUTNEY ESTATE AGENT

seeks Secretary to help organize and assist busy team in friendly environment.
£8,000-£9,000 pa.
Phone Michael Noy
01 788 7884

PA/Administrator Personnel
£12,000

Robson Rhodes is a major firm of chartered accountants employing some 800+ staff in the UK.

Our Director of Personnel is looking for an experienced PA/Secretary who will also lead a small team in the Personnel and Training Department in our City offices.

This Senior position requires excellent secretarial skills (100 wpm shorthand and WP experience) and the enthusiasm to work as part of a lively department developing existing systems, including a computerised Personnel Database.

Please apply in writing with your CV to:

ROBSON RHODES

Chartered Accountants

Mrs. Louise Hemsted
186 City Road, London EC1V 2NU

Personal Assistant to Director of Industrial Relations

ITCA is the Association of the sixteen Independent Television Companies, and acts on their behalf on matters of common interest.

Ideally candidates should be 22+, educated to 'A' level standard, and possess excellent shorthand/typing of 90/55 w.p.m. minimum and word processing experience. Good organising skills, a preparedness to use initiative, and the ability to relate to people at all levels are essential qualities, also stamina - there are no 'quiet' periods.

A full Job Description is available on request.

We offer an attractive salary, together with the usual company benefits.

Please write, enclosing c.v., by 29 May 1987, to the:

Personnel Officer
Independent Television Companies Association Ltd
Knights House
56, Mark Lane
London EC3A 7AN.
Tel: 01-580 2139.
We are an equal opportunity employer.



SECRETARY TO EXECUTIVE DIVISION

£ EXCELLENT

Robert Walters Associates is a young, progressive company which has rapidly established itself as a leading player in the financial recruitment market. Operating in UK and International Search and Selection our executive division has an immediate vacancy for a young and professional secretary to join this dedicated team.
The successful candidate should possess excellent secretarial and administrative skills in addition to a methodical and responsible approach to work. The ability to communicate well at all levels is essential as is confidentiality and commitment. Shorthand is desirable but not essential.
Recognition is excellent and an industrious approach will be consistently well rewarded.
If you have the ability to respond to the challenges of a fast moving environment, please call Jane Griffiths on 01-930 7850 or write enclosing brief details to the address below.

ROBERT WALTERS ASSOCIATES

EXECUTIVE SEARCH AND SELECTION
66-68 Haymarket London SW1Y 4RF Telephone: 01-930 7850

SECRETARY P.A.
£13,500

Superb organising P.A. for Banker, EC2. Total discretion & diplomacy. Thorough involvement in trusted, thickly carpeted EC2 suite. ST. Loan and lots other perks.
Call CAROLINE LE SUEUR
01-421 5943



SENIOR AUDIO SEC
£12,000

Due to successful growth & expansion this top firm of international property developers needs an experienced Audio Sec 22+ (30% useful) with WP to work for their Consultants in a varied and busy friendly group. Call Susan on 408-1631.

Middleton Jeffers

RECRUITMENT LIMITED

COME INTO THE GARDEN

Tonight we are keeping our Covent Garden office open late in order to see secretaries who find it hard to meet us during working hours. We have a wide range of vacancies in both the West End and the City, to win not just pay but an individual challenge. If you are looking for temporary work, our temporary manager would also be very happy to meet you.
Please telephone 01 240 3511
(24hr answering machine)

Elizabeth Hunt

Recruitment Consultants
2-3 Bedford Street London WC2

MEMBERSHIP AND SYSTEMS MANAGER

Seeking challenge and responsibility? Independent Institute in Whitehall wants Membership and Systems Manager for dynamic team. Service experience, typing skills and knowledge of computers essential. Would suit ex Officer. (25-35). Salary c. £12,000 pa.

Apply with CV to:

RUSI, Whitehall, London SW1A 2ET.

AUTHOR & CONSERVATIONIST

requires Personal Secretary with shorthand. Peterborough district. Country and animal lover essential. Good driver. Weekend work sometimes necessary. Salary £10,000 plus cottage. Interviews now.

Reply to Box E38 The Times, Box Numbers Dept, Virginia Street, London. E1 9DD

Design PA.
c. £11,000 a.a.c.

A remarkable opportunity to join a highly prestigious and well known designer in a brilliant operation. He is seeking a pure professional with exceptional talent and commitment. The standards are high but the rewards are immense - not only financially - but also in the involvement and satisfaction your skills will bring. The dynamic entrepreneur knows exactly what is required and will search painstakingly for the right person to fill this unique position... personality, attention to detail, enthusiasm and the ability to juggle several balls in the air at once. Graduate level education preferred, with excellent typing and shorthand. Call 01-493 5787.

GORDON-YATES

CHELSEA INTERIORS

★ PART-TIME ★

★ TO £8,500 ★

This lovely bright showroom and office needs a young secretary with good shorthand and typing to work 4 or 5 hours a day.
You must be well-presented and able to relate to high-level clientele in an elegant and contemporary environment.

5 Weeks Holiday

Susan Beck RECRUITMENT
01-584 6242

Parlez-vous francais?

Good French speaking Shorthand Secretaries required by this London based company. Must be experienced oral Displaywrite II or III. Aged 20-35. Excellent salary and benefits.

Also required good Audio Secretaries with WP experience for permanent positions. Aged 20+. Salary £9,000 + benefits.

Ring SONIA CROSS on 01-439 7551.

KEY OPERATIONS ASSISTANCE
72 Dora Street, London W1V 5JB

PA/SECRETARY
to Director
Management Consultancy
No Shd. c. £10,500

Unusually interesting job, working with Director in friendly and luxurious W1 office.

Handle international assignments, with research report preparation, client contact, organising travel. If you're 25-40 with intelligence, initiative and fast audio typing phone Ruth Shelley - 388 2651.

SECRETARY
Early 20's

Small, friendly

Marketing

Company

Lots of variety. WP

experience

essential.

Stylish offices near

Tower Hill

Ring Janine on

01-488 0462
(No agencies)

PA TO PARTNER
£12,500 + BENEFITS
CENTRAL LONDON

Self initiated Personal Assistant to senior partner managing 50+ staff in leading firm of Chartered Surveyors and Urban Real Estate Consultants.

You will be required to manage a high profile role providing full administrative support to an exceptionally busy partner and will be responsible for the numerous other tasks associated with the efficient running of a large department where the average age is 28.

You are likely to be in your 30's, with solid proven administrative skills. Good secretarial skills, including word processing and shorthand are essential. You will welcome a challenge and thrive on pressure equally. You will enjoy meeting and dealing with clients and staff at all levels. An interest in training would be an advantage.

Interested? Then please apply to:

John Angel,
Personnel Manager,
Drivers Jones,
16 Suffolk Street, London SW1Y 4HQ.
Telephone: 01 930 9731.

PA to DIRECTORS
£11,000ish

Marble Arch private hospital group. Quiet, prestigious period offices and two busy but not rushed senior bosses (one man, one woman). Serious of humour prevails. Get fully involved. Overseas activity too.

Call LYNN DUNNE
01-429 0777

Office Angels

RECRUITMENT CONSULTANTS

WILL YOU WORK ON MONDAY?

Maybe you're in a temporary booking but are not sure of working next week, or maybe you need work now. Whatever the case, Fiona Baugh, Temporary Controller for Elizabeth Hunt, will ensure you're kept busy. Good secretarial skills essential and we'll even train you to use the WP. Excellent rates and loyalty bonus. Evening appointments welcome.

Please telephone 01 240 3511

Elizabeth Hunt

Recruitment Consultants
2-3 Bedford Street London WC2

TEMBA THEATRE COMPANY

REQUIRES AN EXECUTIVE ASSISTANT, TO £10,000.

Excellent secretarial and organisational skills, initiative, confidence, the ability to relate to people at all levels and to work under pressure are the essential qualities for this position. Experience in arts administration is preferred but not essential.

We are an established National Black Theatre Company touring to small and middle scale venues.

Telephone Gillian Atkin for written details on 01 261 0991. Closing date Friday 5th June 1987.

Temba Theatre Company is an equal opportunities employer and encourages applications from all sections of the community.

PHILLIPS & DREW

Secretaries

Join a winning team in the City!

c. £13,000

Phillips & Drew, a leading UK Securities House, requires two energetic and enthusiastic secretaries who are looking for a challenge, to work for the Head of Personnel and two of his senior managers in this rapidly expanding department.

Excellent secretarial and administrative skills are required along with an 'A' level education and the ability to communicate with people at all levels. Although Personnel experience is not essential, familiarity with working for senior management is very important.

In return for all your hard work we offer a salary of up to £13,000 together with bonus, mortgage subsidy, non-contributory pension, free life assurance and free BUPA.

Please write, enclosing a detailed c.v. explaining why you are suitable to join this friendly and dynamic team, to:

Sally Mew,
Recruitment Officer,
Phillips & Drew,
120 Moorgate, London EC2M 6XP

A MEMBER OF THE UNION BANK OF SWITZERLAND GROUP

SHL ADMINISTRATOR
c. £9,500 + Company bonus

SHL is the leading firm of Occupational Psychologists in the UK. One of our men is available to carry out assessments of candidates for management jobs. Our main office is in Esher, Surrey but we have a small London Office specifically for our assessment work.

The Administrator would work with our consultants and be involved in administration and marking of psychological tests, some word processing of reports, arranging appointments and general office management. There would be a lot of contact with clients, candidates and our consultants, but the administrator would be the only person permanently based in this office.

We are looking for a person with good administrative and keyboard skills, independence and maturity.

For further details and an application form, please contact Janet Hyde on 01-497 4341. Seville & Holdsworth Ltd., Suite 10, Museum House, 25 Museum Street, London WC1A

LA CRÈME DE LA CRÈME

Secretaries

Come and work for Esso

We offer opportunities to well educated, enthusiastic Secretaries with 'O'/'A' levels and at least 3 years Secretarial/Administrative experience. Excellent Word Processing skills are essential - preferably IBM Displaywrite 2 and PROFS - but cross training would be provided. Shorthand speed of 80 wpm **ONLY** will be acceptable - but flexibility, organisational and interpersonal abilities are of highest priority.

- Good career prospects.
- Salary negotiable.

Please send a full CV to: Head of Recruitment, Esso Petroleum Company Limited, Esso House, Victoria Street, London, SW1E 5JW.

Esso is an Equal Opportunity Employer and positively welcomes applications from men and women and members of ethnic minority groups.



Secretaries

£10,500+

ARE YOU EFFICIENT...
EFFECTIVE...ENERGETIC?

This is the sort of person we're looking for to join us at the Department of Energy.

We now have a number of openings for Shorthand and Audio secretaries to work for some of our senior people. These are very responsible jobs doing interesting and varied work of national importance.

To apply you should be 18 or over and have at least 2 years' recent secretarial experience.

Applicants should be able to type 30wpm and 100wpm shorthand, or audio equivalent (i.e. able to transcribe a 360 word tape dictated at 120wpm in 20 minutes).

Your starting salary will be between £8,072 p.a. - £8,602 p.a. rising to £9,291 p.a. Opportunities to earn a

further £1,240 p.a. for higher typing, audio and shorthand speeds (via proficiency tests) will bring your salary to £10,531 p.a. (salaries currently under review).

Proficiency Tests may be taken at any time. Excellent benefits include generous holidays, season ticket loans, non-contributory pension, and an active sports and social club. We can even help with reasonably priced accommodation.

Like to know more? Telephone Arlene Hinds on 01-211 6778 or 5914 or write to: Department of Energy, Room 1532, Thames House South, Millbank, London SW1P 4QJ.

Department of Energy An equal opportunities employer.

Land of Opportunity

Fashion... Human Resources... Creative Design... Leisure...

Talent and skills are something you have. Opportunities at all levels are something you can find. You may find them faster by reading a little bit further.

Human Resources sounds grand... but this company do everything from resource evaluation to company recruitment. An excellent place to develop fine people skills and graduates are welcome.

Fashion this company is a national leader in textiles... join this company and you are with a winner offering various avenues to be explored.

Creative Design a small and expanding company where you provide the common-sense and organisation to enhance the free-wheeling creativity... a lovely place to work. Leisure what you dream about doing in your spare time this company operate as a thriving international business... we know where you can fit in.

What you need to grasp these opportunities? Sound office skills, good typing and shorthand, enthusiasm and the ability to learn. Receptionist skills with excellent telephone manner and superb personality are also accommodated within these companies. Salaries range from £6,500 - £7,500. Call and see how they match up to your specifications. Call 01-493 5787 today.

GORDON YATES

Recruitment Consultants

MULTILINGUAL SERVICES

Recruitment Consultants

JAPANESE: Exciting part-administrative/part-secretarial post for fluent English/Japanese speaker, who will assist charming airline sales executive in new and interesting role. Around £10,000.

GERMAN: Involving post as PA/Secretary to General Manager of famous engineering firm. You will need at least two years' experience, fast English shorthand, a taste for admin and fluent German. c.£9,500 with extras.

FRENCH: Young, lively Secretary with at least a years experience, super-fluent French (in which you will be interviewed) and good German, for wine firm in Mayfair. Shorthand not vital. £9,000 + review.

JAPANESE: Budding young executive for job which involves marketing, organising production, sales, simple accounts and general administration. Lots of responsibility and scope. £8,500-£10,000. a.s.e.

01 836 3794

22 Charing Cross Road, London WC2H 9HR

BILINGUAL SECRETARY (FRENCH)

RICHMOND £12,000+

We are a leading computer leasing company and part of one of the world's largest banks. We are looking for a first class secretary to work for the Director - who will have excellent secretarial skills and fluent French both written and spoken.

As least as important as basic skills will be the applicants' personality which should be outgoing and one which relishes working in a dynamic marketing environment. Preferred age 25 to 35 years. Excellent salary and benefits.

Please reply in your own handwriting enclosing detailed CV to:

GEORGE WIRGMAN, ECS INTERNATIONAL UK LIMITED, 18/24 PARADISE, RICHMOND UPON THAMES, SURREY, TW9 1SE 01 940 2199

The People Company

£9,700 + benefits

Would you like to work with wonderful people in a job that will tone down the typing and tone up the people contact... then... why not join one of the best companies in the world? You will be waived away to train for your new responsible position - by the very best. If you are good with people, have good typing and would like to work in Knightsbridge in a fascinating job please call... 01-493 5787.

GORDON YATES

Recruitment Consultants

CHESTERTONS

PROFESSIONAL

SECRETARY SW6

Salary neg.

We are looking for a secretary to back up our Sales team by our Fulham Office. WP experience would be an advantage. This is not a casual job training will be given.

You will need to be bright, cheerful, handwriting and enthusiastic to become part of our very busy team. For immediate interview. Telephone: Janice Sales Manager, Sales on 01-731 3011 TODAY.

TV/Video Producers

Senior PA/Secretary to work for top level, ideal for someone who enjoys hard work and can demonstrate fast and accurate dictation when dealing with highly confidential work. £11,000

Script Writers PA/Administrator. Challenging position for an experienced person to act as a trouble shooter for this highly creative and talented team. £10,000

Ad Agency Receptionist required for leading TV/Video production agency. Must be a fast learner and able to work on heavy, fast and varied material. There will be massive opportunities for career advancement with £10,000

Magazine Editor Successful glossy magazine needs an enthusiastic PA/Secretary who is able to learn and eager to become involved. You will be working on heavy, fast and varied material. There will be massive opportunities for career advancement with £10,000

SECRETARY PA

Efficient, organised secretary to work for small investment holding company in the City. Good accurate typing and word processing skills required. Please send CV to: 11, Madison Investment Holdings Ltd, 53 Mount Street, W1Y 5RE.

Pathfinders

Recruitment Consultants

01-493 5787

22 Charing Cross Road, London WC2H 9HR

We are the UK Securities Company (based in St James's Square, SW1) of a major Swiss Bank currently seeking to fill two positions:

PA/SECRETARY/ACCOUNTS ASSISTANT

This is a new opening for a self-motivated Secretary to the Assistant Director/Company Secretary responsible for Administration/Data Processing/Operations. We are seeking a responsible individual (age 20-25) with excellent secretarial and organisational skills, who, after a suitable lead-in period, will be able to handle much of the routine accounting/administrative tasks undertaken in this area. The position offers an opportunity to progress beyond the normal secretarial role in a varied and interesting department.

RECEPTIONIST/TELEPHONIST/LIBRARIAN

Our reception/switchboard (Monarch Compact 100) is covered between the hours of 8.00 am and 6.00 pm on a two-shift system. Preference will be given to a German-speaking individual with extensive banking/reception/switchboard experience. Age is not important but an impeccable telephone manner, a sense of humour and a willingness to get involved with a broad range of general office duties is essential. In addition to salary, the position carries an additional clothing allowance.

City experience and a knowledge of word processing (preferably Wang) is a requirement for both appointments.

If you can convince us of your enthusiasm and potential for either position, you can expect substantial personal rewards and a highly competitive salary together with a substantial banking benefits package.

Apply in writing with CV and daytime telephone number to:

Sue Pomplin
LEU SECURITIES LIMITED
Essex House, 8 St James's Square
London SW1Y 4JL

Strictly No Agencies

SECRETARY/P.A. TO MANAGING DIRECTOR

A world leader in the design and manufacture of specialist lighting for the Entertainment industry, Strand Lighting is a multi-national company with a worldwide reputation.

As Secretary/P.A. to the Managing Director, you will be dealing with people at the highest corporate level - so the professional poise, maturity and efficiency that is the hallmark of all top Secretaries is vital.

Aged 30+, you will already have experience of working at a similar level. Good shorthand and W.P. skills should be coupled with the confidence to manage all office procedures in the Managing Director's absence.

A working knowledge of P.C.'s is also essential. The salary and benefits will fully reflect how importantly we view this position.

In the first instance call Dick Snodgrass on (01) 580 3171 or send career details to him at Strand Lighting, P.O. Box 51, Great West Road, Brentford, Middlesex, TW8 9ER.



Strand Lighting



THE WORKSHOP RECRUITMENT COMPANY THE WORKSHOP RECRUITMENT

'Read All About It...'

Press Office £10,000

This magnificent Public Relations company provide a service for British travel agents. Working in a small team you will have an abundance of commonsense and initiative as you find the room to develop. There is lots to learn as you organise conventions, set up exhibitions, handle diverse travel enquiries and run the office on your own. Good skills are requested... but enthusiasm, confidence and previous PR experience are all necessary attributes for this exciting opportunity. Call 01-409 1232 today.

THE WORKSHOP RECRUITMENT COMPANY THE WORKSHOP RECRUITMENT

Temporary Word Processor Operators

Don't hide behind your screen

Come out into the open, and talk to us. Sit down with us and let us expertly match your skills to our word processor assignments. After this we add all the benefits you would expect from the world's largest temporary help company.

Call us today.

MANPOWER Tel: 225 0505

Temporary Staff Specialists

WI ARCHITECTS

Require A BRIGHT YOUNG SECRETARY

To work in their busy office. If you have good secretarial skills (including WP) and enjoy getting involved in a variety of tasks such as helping to implement various office systems, organising our PA library or being responsible for the office housekeeping, then please ring:

Delyth Evans on 01-439 8621
Salary negotiable

SECRETARY/ADMINISTRATOR (c.£9,000)

A rare opportunity to join our fast moving, City based, computer company. Due to recent expansion we require an experienced secretary with good typing/WP skills (we will cross train). If you are well presented, organised and can work under pressure answering all the needs of a busy sales team, you will find this a varied and rewarding position.

Contact Linda Beattie on 01-278 2377

PROJECT SECRETARY

£9,500

Variety position with unmet Architects, WI for well presented, enthusiastic, 20+, involvement and responsibility, 80/50 OK, WP and oral. Also position for housekeeping - £10,500

INTERNATIONAL BANK

Most local position in £15 for enthusiastic, ambitious secretary with solid 80/80 skills and WP exp. The position offers variety and challenge. Loads of client contact. EXCELLENT salary package to £10,000 + benefits including cheap loans and bonus scheme.

Please phone Wendy McCready on 481 2228

For details on these and many other positions

D'ARCY HAY ASSOCIATES (AGY)

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(Salary Scale c.£11,000 - £13,500 p.a.)

For Royal College (medical secret) SW1. The person appointed will be responsible for three staff members and answerable to the College Secretary for all aspects relating to the organisation of the Primary and Final Examination process including servicing the examination centres, liaison with the Regional Advisors, Panels of Examiners, etc. Applications invited from well-qualified candidates with development, systematic minds, sound administrative background, good communication skills and mature, warm personalities. Write.

Managing Director, Messy's Executive Selection, 100, Baker Street, W1, 01-935 8694.

AUTHOR & CONSERVATIONIST

requires Personal Secretary with shorthand. Peterborough district. Country and animal lover essential. Good driver. Weekend work sometimes necessary. Salary £10,000 plus cottage. Interviews now.

Reply to Box E35 The Times, Box Numbers Dept, Virginia Street, London, E1 9DD

SVC TELEVISION

A leading post-production facility based in Wandsworth, SW1, requires a Junior Secretary aged 18-21 with shorthand/typing skills. Knowledge of word processing would be useful although not essential as training will be given.

Salary negotiable according to age and experience.

Please telephone Clive Taylor on 01-734 1500 for further information. (No agencies)

INTERIOR DESIGN, HAMPSTEAD

Small friendly company require two cheerful, unflappable persons.

RECEPTIONIST £7,000
TYPIST/FILING CLERK £7,500
PLEASE CALL LOUISE ON 01 431 2627.

Pineapple Group

This expanding creative service based group with interests in the UK and US seeks ultra efficient PA/Secretary to work with senior Directors in WI group head office.

Consistent self-starter with corporate level experience essential. Two set and pearls brigade need not apply. Please submit details in own handwriting to:

Peter Bain/Deputy Chairman, Pineapple Group plc, 50 Paddington Street, London W1M 3RR

LANGUAGE RECRUITMENT SERVICES LTD

RUSSIAN bi-lingual sec for Int Co, W. London, to £12,000 a.s.e.

GERMAN We have a number of vacancies for bi-lingual secretaries in publishing, banking, records, sales etc. £9-£12,000.

SPANISH bi-lingual secretary (no SH) for Director of N.W. London Co. £10,000.

FRENCH bi-lingual sec to Mgr of Int Record Co. £10,000.

For these and many more, call Helen O'Shea/Kerry Perkins on 380-1018 (8.30pm) or CV to Strode House, 46-48 Osborne St, NW1.

Personnel

Major Public Company needs extra help on a long term basis in its Personnel Dept. As this position could become permanent this is an ideal opportunity for someone looking for a career in personnel.

Age early 20's, skills 90/50/WP. Call Karen Sherman

GRADUATE APPOINTMENTS

7 PRINCES STREET, W.1 01-629 7722

LEONARD GROUSE ASSOCIATES LTD

Devis House, 129 Wilton Road

London SW1V 1JZ

GENERAL SECRETARY

You will be a very important part of this growing Pension Consultants as an all round secretary with telephone duties. 'O' Level English and excellent typing required. Audio skills preferred. WP useful but will teach or cross train. Sense of humour important. 20+ yrs. £9,000 p.a. Free lunch provided. Next to Victoria Station.

Please apply to Mrs Margaret Blackwell at the above address or on 01 630 7141 NO AGENCIES

UNIQUE OPPORTUNITY

PA/Secretary for small dynamic rapidly expanding company with varied investments including TV/Production/Advertising/Marketing. I urgently need an efficient, reliable, organised non-sticker with a company personality to help me run the company.

Apple WP, £10,000 p.a. Please telephone: Nicola Martin-Richards 01-589 7711.

Co-ordinating Role

£11,000

A challenging role in the hectic environment of volatile property prices. This is an opportunity to broaden your horizons as you help continue the rapid expansion of the Furnished Accommodation - Lettings department. You will illustrate excellent admin and co-ordinating skills as you prepare tenancy agreements, liaise with clients and companies, organise inventories, follow through on renovation work... in fact handle all that's involved. With good skills, a strong personality and self motivation call 01-493 5787.

GORDON YATES

Recruitment Consultants

FULHAM c.£10,000

Exciting job working on new river project as sec/receptionist. Some switch experience and good typing. Must have nous to deal competently with builders to clients.

VIEW OF THE PARK Mayfair £10,000

Probably the nicest boss around in super new offices of prestigious co. Has a lot to offer a PA 2nd jobber with 80/50, an air with high tech, well educated, outgoing with a flexible attitude.

01-589 8807 JOYCE GUINNESS

RECRUITMENT CONSULTANTS

21 Brompton Road, Knightsbridge SW1

PA SECRETARY

£12,000 + Mortgage

Senior Director of top City M/Bank seeks a socially confident Secretary, ideally with an 'A' level education. To provide a full PA support, including all your Admin & Sec skills. Superb office, bonus, BUPA, STL, LV's etc. Also May, June, Aug, Sep. Call Susan on 01-734 5552.

Further details from Sarah or Amanda on 01-734 5552

THE DAVIS COMPANY 13-14 DEAN STREET LONDON W1

01-734 5552

11, Madison Investment Holdings Ltd, 53 Mount Street, W1Y 5RE.

PA WITH FRENCH PUBLIC RELATIONS

£10,000

Small Public Relations company seeks self motivated PA/Sec who can run the office and help deal with their leading industry clients and the media. Some client contact in French. Good into public and organising ability essential. Age immaterial. Non smoker.

Telephone Miss Davis 01 242 1188

PA WITH FRENCH PUBLIC RELATIONS

£10,000

Small Public Relations company seeks self motivated PA/Sec who can run the office and help deal with their leading industry clients and the media. Some client contact in French. Good into public and organising ability essential. Age immaterial. Non smoker.

Telephone Miss Davis 01 242 1188

UP TO CO-ORDINATION?

£10,000

Can you take full control of the office of a co-ordinating Director. The company is a dynamic company in W2 are looking for people who can use their initiative, can work under pressure and can work with the team. The rewards for co-ordination are immense. You will be responsible for the day to day running of the office and will be able to see the results of your work.

Further details from Sarah or Amanda on 01-734 5552

THE DAVIS COMPANY 13-14 DEAN STREET LONDON W1

01-734 5552

11, Madison Investment Holdings Ltd, 53 Mount Street, W1Y 5RE.

ENTREPRENEUR

£12,000

Our Client seeks an exceptional PA/Secretary to look after her and her company. You will be responsible for the day to day running of the office and will be able to see the results of your work.

Further details from Sarah or Amanda on 01-734 5552

THE DAVIS COMPANY 13-14 DEAN STREET LONDON W1

01-734 5552

11, Madison Investment Holdings Ltd, 53 Mount Street, W1Y 5RE.

مكتبة من الأصل

Senior Secretaries

Arthur Andersen & Co. is a name which has become synonymous with 'quality' for the service we offer to our clients and for the careers we provide for our staff. It has been a vital element in our emergence as one of the country's largest and most professional firms of accountants - an achievement only made possible by the quality of the people we employ.

We are still growing - and to help us maintain this momentum we are seeking high calibre secretaries aged 23+, educated to at least 'O' level standard, with 60+ wpm audio, a flexible approach to work and whose interpersonal skills will enable them to deal with management and staff at all levels.

You will be working in a young, dynamic and

progressive environment where teamwork has proved to be another great contributor to our success, and where you will have the opportunity to train in the latest new technology (Wang).

If you are looking for a challenge coupled with enormous job satisfaction, please send your detailed C.V., with daytime telephone number to:

ARTHUR ANDERSEN & CO
Chartered Accountants

Mrs Maggie Hennessy,
Arthur Andersen & Co.,
1 Surrey Street,
London WC2R 2PS.

Central London
£9700 + paid overtime
+ September Review

EXECUTIVE PA Paddington to £14,500

The Chief Executive of this highly successful computer consultancy offering a unique service to a wide range of multi-national companies, requires a professional senior secretary. Your dual role consists of responsibility for all personnel administration and secretarial recruitment as well as providing full secretarial support to this busy man. To take this job in your stride you must have board-level and personnel experience combined with enthusiasm, immaculate appearance and a sense of commitment. Skills (100/60/WP) and 'A' level education essential. Age 30-45. Please call

434 4512

Crone Corkill
RECRUITMENT CONSULTANTS

MANAGEMENT CONSULTANTS

Reading Area £14,000

Have you run an office? Are you an extrovert who loves client contact and recruitment? Do you like looking after staff members and Company Directors? Are you familiar with the needs of business systems, and WPM? Does a young go-ahead 'growth' company excite you? If the answer was yes to all of the above we want you to telephone us now. Age 28+.

01-499 0052

Senior Secretaries

VENTURE CAPITALIST

£12,000

This is an excellent opportunity to join this prestigious City institution that provides funds to help developing companies. You will be working with a Senior Executive who is part of this small London based team and probably be in your mid 20's. The job involves frequent overseas telephone work and your first rate secretarial/WP skills will be vital to your success in this position.

01-606 1611

Senior Secretaries

In the City CHAIRMAN'S CHOICE - PUBLISHING

Opportunity for a young secretary to work at the highest level

Are you poised and professional with absolute discretion and charm? These are the essential requirements for success in the high powered Chairman's office of this major publishing house, producing top quality magazines and books. You will be at the very heart of the action, arranging meetings and social

functions, supervising secretarial support and co-ordinating company wide administration, including personnel. This position calls for dedication and commitment. In return, you will receive early responsibility, total involvement and, most importantly, recognition and reward for your success. 90/50. 21+. £10,000.

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BE A TEMPORARY SECRETARY, NOT JUST A TEMP!

Tired of being taken for granted? As an experienced secretary with extensive knowledge of word processing, particularly IBM Displaywriter and Wang, we can offer you:

- Up to £7 per hour
- Overtime pay
- A friendly professional service
- A selection of London's top assignments

To join our team of valued, high calibre secretaries, please call Camilla Arnold on 01-631 0479.

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RECRUITMENT CONSULTANTS

SEER



Grovelands Priory
Hospital

Secretary to MEDICAL DIRECTOR

An experienced secretary is required for this demanding post. Candidates must have excellent shorthand typing and communication skills. Preference will be given to applicants with a knowledge of medical terminology.

The salary will reflect the responsibilities of the post and the experience of the successful applicant. Please reply giving details of experience to Mr A J Lewis, Hospital Director, Grovelands Priory Hospital, The Bourne, Southgate, London N14 6RA tel: 882 8191

£15,000+ Banking

Executive secretary, 24-40, with banking experience to 'hold the fort', deal with clients and generally look after the V-P heading up the representative office of an American bank opening in Mayfair. Audio + some Shorthand.

£15,000 + car Shakespeare Enthusiast

Travelling executive PA, 24-32, with fluent spoken and written Spanish and social skills to travel with (or without) the Director of a major property company. No shorthand needed, lots of PR/entertaining - must be prepared to re-locate to Stratford-on-Avon.

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£13,000+ Conference Organiser

Organise conferences and exhibitions + liaise with hotels and the media for professional conference organisers in SW1. 100 shorthand + relevant previous experience, age 30+.

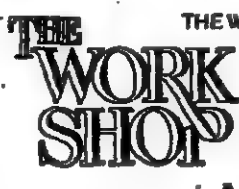
£15,000+ Personnel/ Recruiting

You have personnel/recruiting skills, a natural enthusiasm for life and a positive attitude. Your hard work and expertise will earn you job satisfaction and excellent financial rewards as a consultant with Secretaries Plus or WordPlus, our expanding specialist secretarial and WP division. Call Lyn Cecil on 439-7001.

UNITED MEDICAL & DENTAL SCHOOLS OF GUYS & ST. THOMAS'S HOSPITAL (ST THOMAS CAMPUS) Secretary to the Dean of St. Thomas's

Your organisational ability, sound secretarial skills and calm personality will be put to good use in this fascinating career opportunity involving lots of contact with academic/medical staff and students.

We are looking for someone with a good educational background (A level standard and/or medical secretarial qualification an advantage) to provide a full secretarial service to the Dean and also to assist with undergraduate (UCCA) admissions. Starting salary up to £7,757 per annum, plus allowances for secretarial qualifications. For a job description, telephone Clare on 01-928-9292, extension 5209. Applications in the form of a curriculum vitae with the names of two referees should be sent to the Staffing Officer, UMDS, St. Thomas's Hospital, Lambeth Palace Road, London SE1 7EH, quoting reference STH/CA/187; applications no later than 1 June 1987. (A level standard and/or medical secretarial qualification an advantage)



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Advertising/PR/Marketing

£9,000 plus

This company combine it all! Find out why they are doing so fantastically well as you replace a young lady recently promoted to Account Executive! The atmosphere is manic and the teams are small and close-knit... it's impossible to have a job with this company... you are a team member with a sparkling future surrounded by marketing professionals. Presentations, client liaison, total involvement... is this you? With accurate typing and a sense of adventure call 01-409 1232 today.

THE WORK SHOP RECRUITMENT COMPANY THE WORK SHOP RECRUITMENT

PA/Secretary £7.5 - £9.5k neg plus profit share

Small team, big challenge

economic and business consultancy urgently needs an enthusiastic team member. (Could start at once).

Our work is often for the EEC and there is a lot of international contact. We like highly motivated people who enjoy responsibility.

Excellent skills including WP are essential. We will cross-train you to IBM Displaywriter and PC.

5 weeks holiday. Preferred age 20-27. Non-smoker.

CV to Miss Martine Nowek
EAG Ltd
35 Albemarle Street
London W1X 3FB.

ECONOMISTS ADVISORY GROUP

International Markets £12,000 + Bonus

This is an exciting opportunity to join this successful young investment group as they move into a period of growth. As right hand to the Director of investments your interest in finance and world affairs will enable you to expand your secretarial role to include market research, the co-ordination of courses and other new business campaigns. You will probably be a graduate with a financial or marketing background who thrives on the challenge and recognises a career path when they see it. Age 22-30. Skills: 100/60.

Childrens Television £9,500

As PA to the Producer of this well-known childrens TV programme you will spend one day a week as part of the production team. This is a busy, creative department which needs an efficient secretary to handle a mountain of correspondence in response to the programme as well as liaising with record companies, TV personalities and other guests. Age 21+. Skills: 100/60.

**RECRUITMENT 5 GARRICK STREET
- COMPANY TEL: 01-931 1220**

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COLLEGE LEAVER SECRETARY £5,000 pa

An exceptional opportunity for a College Leaver with good shorthand skills, a knowledge of audio and first class personal presentation. This leading West End leisure company will be the perfect springboard for your career. Beautiful offices and a young, team atmosphere. Please contact Joanne Gregory.

01-491 1868

MARKETING PA £12,500++

As a well respected City Law Firm with a reputation for forward thinking, we are seeking a poised and confident Marketing/PR Assistant to develop a newly created, exclusive position within our organisation. The successful candidate will possess a combination of excellent administrative and organisational skills, the ability to liaise at all levels, take total responsibility for the arrangement of business and social functions, intimate media contact and be production of client publications. Previous research and committee co-ordination experience would be an asset within this unique and varied post.

Send full Curriculum Vitae to:
Jean Young,
73 Chesapeake,
London EC2V 6ER.

PROFESSIONAL PA £15,000

The Senior Partner of this respected City firm is looking for a first-class PA, capable of keeping two steps ahead of him.

Much of his work is related to clients and involves considerable client contact, so absolute tact and discretion are essential. You will organise his business and personal schedule and handle his investment portfolio as well as supervising a junior secretary.

A good standard of education, excellent social skills and senior level computer skills will ensure your success in this demanding position. Age 25-35. Skills: 100/60.

**CITY OFFICE
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ANGELA MORTIMER

CHAIRMAN'S P.A. £16,000

The Chairman of one of the leading City firms is looking for a P.A. to handle a full and wide-ranging professional life, plus not only a leading role in the overall management of the firm, but also to act as an advisor to some of the most important executives.

He needs a P.A. who can handle his own standards of presentation, organise his many meetings, travel arrangements and liaise with clients at all levels of the firm. He is looking for someone with a strong background in business, a high level of computer skills and a high standard of presentation. He is also looking for someone who is a team player and can handle the pressure of a busy, fast-paced environment. Age 25-35. Skills: 100/60.

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PA with 1 year advertising experience can move up to a job Accounts Director. Participating in all the exciting aspects of client and agency business. Pension scheme and excellent typing and shorthand skills.

NEW WARE £10,500
Work local with lively management of a famous drinks co-located typing, some shorthand helpful. Lively, polite personality, responsive to busy, enthusiastic environment.

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JOYCE GUNDS**
RECRUITMENT CONSULTANTS
21 Lexington Way, Basingstoke RG24 0NP

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This postgraduate medical school, part of the University of London, is a famous international centre for teaching and research. We are looking for an intelligent, experienced person to provide the School's senior administrative and administrative support in a wide range of tasks including the servicing of committees, involvement in planning and general responsibility for the School's administrative services.

Applicants should preferably have word processing experience, and be capable of dealing with a wide range of people. Salary will be in the range £5528 to £5850 inclusive per annum. Excellent conditions, including 28 days holiday, pension scheme and catering and social facilities.

Please send curriculum vitae to:
Helen Abbott,
London School of Hygiene and Tropical Medicine,
Keppel Street, London WC1E 7HT or telephone 01-536 8638 ext 201

for an application form and job description, quoting reference FHS/3, closing date 1 June 1987.

A Free Spirit? PA £10,000

All the spirits are bottled with this whisky manufacturer! They produce a superior blend of malt and the Marketing Director needs your help as he travels home and abroad. The typing content is low as you organise conferences, sales meetings, client meetings, arrange travel... and get involved! With flair and confidence, good skills and experience? Call 01-493 4466.

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MERRYWEATHER

SHANGRI-LA INTERNATIONAL seeks Secretary/Sales Coordinator

Immediate position available for top secretary to work for UK Director of Sales of Shangri-La International Hotels, one of Asia's foremost hotel management companies. Must be friendly, hardworking, enthusiastic and enjoy the sales office environment.

Knowledge of the hotel business and languages would be an advantage. Office located in Knightsbridge. Excellent salary and conditions for the right person. Please call Tina on 01-951 1611

SECRETARY £9,500+ PRESTIGE W1 AREA

We are an exciting company specialising in financial and mortgage consultancy. We require an intelligent and motivated person who possesses fast audio typing skills and a good knowledge of the mortgage market. The successful candidate will be a team player and will be able to handle the pressure of a busy, fast-paced environment. Age 25-35. Skills: 100/60.

**Call Laura Hobbs today on
01-935 6907**

01-935 6907

VISUALISE IT £12,000

Work as a PA to a Director of a TV Company who is closely involved in negotiating with clients. You will be responsible for the day-to-day running of his department and act as his right hand person. 100/60 WPM. 25+ yrs. 583 0055/1034

**Meredith Scott
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required by a Director of a small office of a Property Management Company. Excellent shorthand skills, a sense of humour and a good knowledge of the property market. Age 25-30. Skills: 90/60.

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BI-LINGUAL SECRETARY ENGLISH/FRENCH

Busy fruit and veg importers in Covent Garden require flexible bi-lingual secretary with good typing and telex skills and pleasant telephone manner. S/H useful (but not essential).

Salary negotiable, L.V.'s and 4 weeks holidays. Start immediately.

Contact: Mrs George on 836-2115.

SECRETARY/PA aged 25-35

Are you confident and articulate enough for a medical office in Harley Street, with two young specialists in new premises? You must have especially good organisational skills and enjoy working on your own initiative. Expanding practice, hopes to have a third consultant and a second secretary later this year. Competitive salary starting at £10,000 negotiable, but with an annual review.

Please call 01-486 0666

KNIGHTSBRIDGE LEISURE

Highly organised efficient and enthusiastic PA required for newly appointed Managing Director of rapidly expanding Knightsbridge Leisure Company. Candidates should be numerate, with excellent typing and audio skills.

Excellent salary and benefits. Reply with CV and covering letter to BOX F21.

SEEKING ADMINISTRATION? (no shorthand)

1. Terrific opportunity for graduate with some office experience, to work in Personnel. Confident applicant will like variety and excellent typing required. Audio skills will be WP (with train). 23/28 to 25,500 + perks.
2. Unusual position for well educated PA wanting something a little different. Enjoy computers, figure orientated yet not accounts. This is an opportunity for growth... 24/35 £10,000 + perks.

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01 734 5266

LEONARD GROUSE ASSOCIATES LTD

Devis House, 129 Wilton Road
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GENERAL SECRETARY

You will be a very important part of the growing Personnel Consultants on a round secretary with telephone skills. CV Level English and excellent typing required. Audio skills preferred. WP useful but will teach or cross train. Sense of humour important. 25-35 yrs. 25,000 p.a. Free lunch provided. Next to Victoria Station.

Please reply to Mrs Margaret Blackwell at the above address by 01 216 7141 (NO AGENCIES)

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**TRAINEE RECEPTIONIST/TELEPHONIST
£7,000 pa**

The office in Hyde Park provides the perfect environment for a smart, enthusiastic trainee receptionist to gain plenty of experience in the industry. If you are a good telephone manner and the other qualities mentioned above, we want you to join our team.

Please contact: Mrs Debra
40 Connaught Street
Tel: 01 222 8888.

EXECUTIVE CREME

DIRECTOR'S SECRETARY

The Chairman of this successful public company requires a calm influence to cope with this fast moving and demanding role. Advertising and communications are a major part of his business interests, therefore the successful candidate will appreciate the need for excellent communicative skills, discretion and first class presentation.

Applicants will have previous board level experience and be educated to 'A' level standard.

Skills 120/60

Age indicator: 28-40

Carrington House, 130 Regent Street, LONDON W1R 5FE. Tel: 01-437 1564

MacBlain Nash
WEST END
Recruitment
Consultants

DIRECTORS SECRETARY/PA
non smoker
£12,000 p.a.

The Association of the British Pharmaceutical Industry is a prestigious trade association representing more than 140 manufacturers of prescription medicines. It has day to day links with a wide range of individuals and organisations throughout medicine, members of parliament and other government bodies.

The Association is looking for an exceptionally capable and self confident person to fill the position of secretary/p.a. to the Director. The successful applicant will be between 27-40, possess excellent secretarial qualifications and strong social skills. The job will appeal to someone who is looking for a challenging and stimulating position. Benefits of employment include 20 days and extended Christmas/New Year holidays, luncheon vouchers, good pension scheme and season ticket loan.

Apply with C.V. to:

Mrs. P.A. Howard,
Personnel Manager,
Association of the British Pharmaceutical Industry,
12 Whitehall,
London SW1A 2DY
Telephone 01-930 3477.

The Clothes You Wear ...
to £10,000

This national fashion clothes chain has a new Director of Personnel. He needs you to look after the people who keep this company in the news. Working with him you will have an interest in, and experience of, personnel as you become involved in all aspects and handle confidential matters with tact and responsibility. The role will require confidence in setting up new routines and procedures as you learn what makes the company tick. With good skills and a successful track record, call 01-493 4466

MERRYWEATHER ADVERTISING & SELECTION

MERRYWEATHER

KNIGHTSBRIDGE
c. £14,000

Join the recently appointed European Representative of an International Bank and work with him to establish a London office. You will co-ordinate his business activities and administer the day-to-day running of the company. The Company Chairman is based overseas and you will make complex travel arrangements, gather information for him and supervise matters concerning his properties in London. A calm and diplomatic manner, good presentation and skills (90/55/50) are essential, together with an ability to deal with an irregular work load. Age 25-34. Please call 434 4512.

Crone Corkill
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ADMINISTRATOR
DESIGN £11,500

Unique opportunity for a talented Administrator in a fast moving, prestigious Design Company. Internal responsibilities include all office admin, personnel, internal and external functions & ability to act as confidential PA & sounding board to the MD. Sound knowledge of WP systems essential to deal with suppliers, installations and supervision of secretaries. You will either already be an Office Administrator wanting more scope in a very interesting company or a Senior Secretary with good personnel/relevant office admin experience wishing to make a career move.

Personal qualities must include excellent presentation, eye for detail, high degree of confidentiality, warm capable personality & a great sense of humour. Age 25-30.

Susan Beck RECRUITMENT
01-564 5242

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Exciting opportunities in our spacious, bright new offices in a busy, friendly environment using up-to-date equipment.

We have a number of Departmental vacancies which could interest you, some with word processing.

Salary range: £6,115 - £7,757 per annum with up to £1,040 per annum proficiency, 20 days statutory holiday and Bank Holidays.

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If you have a minimum typewriting speed of 40 words per minute, shorthand 80 wpm and 4 'O' or more GCSE's including English Language, and are interested in career as a medical secretary we have vacancies on our Training Scheme. The course includes day release to College, entry to the Diploma examinations and leads to employment in one of our Departments.

For further information contact Sara Ladyman, Manager, Medical Secretariat, 387-9300 exts. 8481 - 8477.

For an application form and job description, please contact the Personnel Department on 380-9699 or in writing to the Personnel Department, University College Hospital, Gower Street, LONDON WC1E 6AU. Please quote reference number SK05.

CLOSING DATE: 3rd June 1987

WORKING TOWARDS EQUAL OPPORTUNITIES

494-520 S/H + very simple WP for 1st/2nd hand jobs who prefer manual to look after him in SW1 Property Co. Contact Mike Marshall on 749 2087 Centre City Emp App

43,000. College leave for 1st/2nd hand and marketing division of top UK company. Good secretarial skills and an interest in fashion essential. Age 18-35. Salary £12,000. The Recruitment Company 851 1220

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Secretary to Marketing
and Sales Director

West London

c.£10,000

The Glaxo Group of companies is one of the largest and fastest growing pharmaceutical companies in the world and Glaxo Laboratories is a leading supplier of medicines to the National Health Service.

Following the promotion of the current job holder we're looking for a capable person to replace the Secretary to our Marketing and Sales Director. As your duties will include planning and managing a wide variety of administrative activities, you must be able to organise and prioritise your workload. Good communication skills are also essential, as you will have frequent contact with all levels of staff, particularly senior managers within the company.

Ideally we're seeking someone with

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a warm, open approach, who has the maturity to accept the confidentiality of the position, and would welcome the opportunity to become involved in a key area of our business. Excellent typing and shorthand skills are essential, preferably supported by formal qualifications, and experience of word processing. We're offering a package up to £10,000, with a generous range of benefits, including 23 days' holiday, non-contributory pension scheme, subsidised restaurant and popular sports and social club. For an initial discussion, please phone Caroline Jones on 01-422 3434 ext. 3766 or send your c.v. to her at: Glaxo Pharmaceuticals Limited, 891-985 Greenford Road, Greenford Middlesex UB6 0HE. Ref. SCS/RN.

BILINGUAL CREME

Office Manager/Executive Secretary with fluent English + German (preferably mother tongue) to set up and run offices of American Co.

LONDON
Executive Secretary plus Personal growth opportunity in rapidly expanding European (EU) Language units.

BRUSSELS
Bilingual Executive Secretary (F/G) - good English + excellent WP operator for busy economic research team.

BRUSSELS
Administrative Secretary - 18 months contract. Salary 25000 + WP.

For interview + further details regarding salaries (all over £10,000) etc please call 01 501 8201

SHEILA BURGESS
INTERNATIONAL PERSONNEL COUNSELLOR
The Power House, Alpha Place, London SW3 5EZ

SENIOR SECRETARY/PA

required for Finance Director of Mayfair Property Co to join a small, friendly team. Good speeds and ability to organise busy working day essential. Experience of financial work and WP an advantage. Non smoker.

Salary £11,000
Telephone Maria Kelly 629 0113 (No agencies)

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Where are you off? We are so busy and are looking for good WP Ops and Secs who are available to work on long or short assignments in the West End of City. Please call:

Amelia/Claire (West End) 434-4344
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The company is seeking a top right person in an exciting range of media, personnel and public relations work. You will have every opportunity to make a career move. Salary £6,000 per annum. Call 01-437 5533.

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needed to help with the smooth running of a company. Previous experience in a busy, friendly environment using up-to-date equipment. We have a number of Departmental vacancies which could interest you, some with word processing.

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RESIDENTIAL PROPERTY/1

Retirement market is maturing

By Christopher Warman
Property Correspondent

Homes built specifically for the retired, restricted to the over-55s and designed with the needs of ageing owners in mind, have been one of the most significant developments in the housing market in the last decade. There is no sign that demand is falling for retirement homes, rather the reverse, but research into the market and lessons learned in recent years are having an effect. Changes are apparent.

University of Surrey research has concluded that the potential market to the end of the century is 250,000 to 300,000, with a need for 20,000 homes a year. Its authors, Dr Stephen Baker and Dr Malcolm Parry, estimate that one in 10 new homes built in the private sector is for someone over the age of 55.

Their conclusions are questioned by the House Builders Federation, which believes the figures are over-estimates. The HBF claims that 16,000 retirement homes and flats had been built by the end of last year (compared with Baker and Parry's figure of 29,700) and argues that the numbers are reaching a plateau, with 7,000 to 8,000 likely to be built this year by 1990.

The potential demand may be very high, but in practice some of those interested will not be able to afford to buy in the more expensive urban areas. There is no doubt that those with big houses can trade down to retirement homes, but many such owners do not want to move.

Even if, however, the lower HBF figures prove closer to reality, there is still a strong demand for retirement homes, as illustrated by the speed with which the flats sell. This is particularly so in the case of those firms with a proven track record in the field, whether it is English Courtways with their small clustered developments in carefully selected locations (details: 01 937 4511), or the work of the bigger developers such as McCarthy and Stone.

In the 10 years since its first retirement scheme, McCarthy and Stone has completed more than 100 developments with 7,000 apartments. This month the firm announced it is expanding its work beyond its traditional safe and secure homes for retired people into new areas for the retired and middle aged.

Known for providing homes at the lower end of the market, its plans now include luxury apartments with hotel-style facilities, and village-style cottage developments including leisure facilities. Some of the cottage schemes, aimed at the younger 50-plus, will have a swimming pool, golf practice and bowls, while the homes will be designed to take a chair lift if needed (details: 01-248 4254).

Some builders rushed into the market with insufficient knowledge and are now out of it again, having failed to provide what is wanted, where it is wanted and at



Pyndar Court, at the foot of the Malvern Hills, five miles from Worcester, comprises two-bedroom cottages and bungalows built around two courtyards by Lansdown Homes. Prices from £57,500. Details: 0934 518106

the price that will sell. Wimpey admits it has got details wrong in the past, but now considers retirement homes an important part of their work, which will account for about 10 per cent of their home-building.

Mike Southcombe, who has special responsibility within the group for sheltered housing, emphasizes that it needs a different approach. "With housing for the elderly, you are selling a concept, a way of life, not a normal property," he says. "You are selling to their children, and you have to sell it to district nurses and to solicitors. They all need educating."

Bellway Homes, comparatively new in the field, has tried to carry its general philosophy into retirement homes by providing more space than their competitors rather than provide communal space. Its first development, in Wimbleton, south-west London, is all reserved (which suggests it has the balance right).

Bellway has two more schemes under way, at Ealing, where 24 one-bedroom flats will cost from £56,000, and at Felpham, Sussex, for those wanting to retire to the coast, where 49 two-bedroom maisonettes are for sale from £52,000 (details: 01 543 3011).

The first retirement homes were mostly sited in small towns, a short walk

away from the shops, post office and other essential amenities. Increasingly, developers are looking to sites in bigger towns and cities, including London, where the fact that they do not have to provide as many parking spaces as for a normal development makes them more viable.

The Abbey Housing Association, set up by the Abbey National Building Society, is building 45 apartments on the old Odeon cinema site at The Quadrant in Hendon, with door telephones, high security locks and alarm standard features. The warden service is described as "discreet" in case of need, service, and details can be obtained from Bairdson Eves (01 202 2155).

In more traditional "retirement" country, Miller Homes is building 21 one-bedroom, and three two-bedroom, apartments a few minutes from the centre of Winchester.

It is important to provide variety, and there are 10 different layouts — some apartments have balconies, others overlook the river or central courtyard. There is an emphasis on security, and also on independence. The warden off-site is available at all times. Prices range from £62,500 to £67,000 (details: 04868 28511).

More Residential Property features on page 42

PROPERTY BUYERS' GUIDE RETIREMENT HOMES



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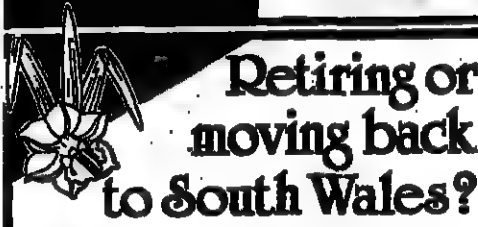
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TELEVISION AND RADIO

No place for a greenhorn

Compiled by Peter Dear and Peter Davalle



True grit on board True Brit: Chris Serle turns yacht skipper for In at the Deep End (on BBC1, 9.55pm)

● The gangling and personable Chris Serle is an ideal front man for In at the Deep End (BBC1, 9.55pm). Whether playing snooker with Steve Davis, or, as in tonight's show, skipping a yacht in the Fastnet Race, he plays his difference to the hilt. He's such a nice guy, you feel like telling him not to make an ass of himself. And once you feel like that, you are half way hooked on the programme. As you are constantly reminded, the Fastnet Race is no place for non-swimmers and it's only four months before the off. Serle has never sailed seriously in his life. In the 1979 race 15 people died as storms moved in and blitzed the craft. But even if he is no Roy of the Rovers, Serle is not a wimp either. Looking as if he is about to throw up at any moment, he gloomily studies the weather forecasts and gets a

CHOICE

lecture on leadership and motivation from Clare Francis. With 60 miles in front of them, Serle and his crew (including a three-man camera team) set off from Cowes. Almost immediately, they run into force nine gales. Filming becomes impossible. More than half the boats are forced to pull out. Will our gallant band survive or will the BBC have an embarrassing disaster on its hands? It would be surprising to reveal the outcome, except to say that as Serle turns up later in the series, taking on the less hazardous occupations of press photography and bookmaking, you can assume that tragedy is averted.

Peter Waymark

● Peter Davalle writes: At one point in Analysis's examination of the options open to radio in the light of the Government's Green Paper (Radio 4, 8.15pm), someone berates the Press for its meagre coverage of what is heard. Ironically, a comparison is made with the acres of space devoted to what is seen. Certainly so far as the output on Britain's sole national radio network — the BBC — is concerned, no-one would dare lay this charge against *The Times*. As further proof, we carry a photograph of Brian Wenham, managing director, BBC Radio, who is not alone tonight in opining that whatever variants may come into the radio market (independent networks, community stations, etc) there is no evidence that faithful listeners will desert Auntie in droves.



BBC Radio's Brian Wenham: Analysis, R4, 8.15pm

VARIATIONS

BBC1 WALES 6.55pm-8.00pm Water Machines. 11.55-12.00pm News and weather. 12.00-12.15pm The General Assembly of the Church of Scotland. 12.15-12.30pm The General Assembly. 6.35-7.00pm Reporting Scotland. 7.00-7.15pm News. 7.15-7.30pm EBN INLAND. 8.00pm-8.30pm National Show. 8.30-8.45pm News. 8.45-9.00pm News and weather. 9.00-9.15pm Regional news magazine. **BBC2** SCOTLAND 2.45-3.00pm Racing from Goodwood. 3.00-4.00pm Action Replay.

ANGLIA As London. 1.30-1.45pm News. 1.45-1.55pm Connections. 6.00-6.35pm Albert Anglia. 12.30pm In Conversation. **BORDER** As London. 1.30-1.45pm News. 1.45-1.55pm Gardening Time. 1.55-2.00pm News. 2.00-2.15pm The Year Was 1981. 2.15-2.30pm Young Doctors. 2.30-2.45pm The Year Was 1981. 2.45-3.00pm News. 3.00-3.15pm Lockdown. 12.30pm News. **CENTRAL** As London. 1.30-1.45pm News. 1.45-1.55pm The Year Was 1981. 1.55-2.00pm News. 2.00-2.15pm The Year Was 1981. 2.15-2.30pm News. 2.30-2.45pm News. 2.45-3.00pm News. 3.00-3.15pm News. 3.15-3.30pm News. 3.30-3.45pm News. 3.45-4.00pm News. 4.00-4.15pm News. 4.15-4.30pm News. 4.30-4.45pm News. 4.45-5.00pm News. 5.00-5.15pm News. 5.15-5.30pm News. 5.30-5.45pm News. 5.45-6.00pm News. 6.00-6.15pm News. 6.15-6.30pm News. 6.30-6.45pm News. 6.45-7.00pm News. 7.00-7.15pm News. 7.15-7.30pm News. 7.30-7.45pm News. 7.45-8.00pm News. 8.00-8.15pm News. 8.15-8.30pm News. 8.30-8.45pm News. 8.45-9.00pm News. 9.00-9.15pm News. 9.15-9.30pm News. 9.30-9.45pm 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